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# DRUG & CHEMICAL MARKETS

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VOL. VIII

NEW YORK, JUNE 1, 1921

No. 22

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ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

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## THE SALESMAN OF 1921

"The order taker of 1914-1920 must be superseded by the salesman of 1921,"—and 1922, 1923, and 1931 as well. The death-knell of the order taker has been sounded, and is fully appreciated by the big companies, as is aptly demonstrated by the foregoing quotation from the report on sales problems given recently at the annual meeting of the American Drug Manufacturers Association in New York. The day of easy sales is past. Goods are no longer bought; they are sold. The buyer has ceased to seek out the seller. The pendulum has swung far over to the side of a buyer's market, and if goods are to be moved at all, they will be moved by dint of hard, aggressive salesmanship, and service. Past performances are past performances only, nothing else. Business to be had, lies in the future, and, although looking back may be pleasant, it will not get results. The salesman who is taking it easy, waiting for business to again pick-up, is likely to have a long wait, for business seldom does pick-up for a "waiter" unless it be in the abnormal flush of war-time. Order takers are still with us, but the machinery of competition has devised an extremely effective process of elimination.

A recent case throws an interesting light on the selling problem. The representative of a drug house had not covered his territory in almost two months, remaining in the office because orders he had received for some time were so small that they did not cover the traveling expenses. Traveling was again resumed after the two-months lay-off, the salesman knowing that he would have to make twice as many calls, and double his efforts to do half as much business as this field yielded in 1919 and early 1920. The problem was simplified once the salesman realized that success meant harder work, ability to shake off discouraging results and continue fighting for orders. He resumed traveling on a new basis, "cracking a harder nut with a bigger hammer." The energetic attack got results where the old lethargic approach, the out-growth of five years of easy and plentiful orders, had failed. The house secured business where they thought there was none; the salesman, encouraged with the slight change, increased his business. In 1921 only the fighting salesman will get results.

## PUTTING A CHECK TO BRIBERY

The dye industry has been handicapped by sales troubles as well as manufacturing difficulties. Competition with German products before the war was very keen, not only because many colors used in the textile, paper and leather industries were not made in this country, but owing to the free

and easy way in which German salesmen distributed gratuities. The methods employed by the Germans and adopted by unscrupulous firms in the United States are described in an article which appears on another page of this issue of DRUG AND CHEMICAL MARKETS.

Leading American manufacturers have fought the bribery system, but made little headway against it until the Federal Trade Commission took up the question and cited numerous officials and salesmen who were accused of unfair trade practices and heavily fined. When the products purchased were subjected to tests by competent chemists of the consuming industries, many of the tricks resorted to by crooked employees were exposed, and a check was put to the bolder methods. Secret gifts, usually in money, continued to be made, however, and only by national legislation can this phase of the corrupt practices be reached.

In the anti-bribery bill introduced recently by Representative Volstead it is made unlawful for any person or corporation to give to an employee or agent of another any account, receipt, invoice or other document to use, approve, or certify with intent to deceive the employer or principal. When salesmen cannot show some proof of how they spent the company's money, there will be less inclination to give them large sums which may not go any farther than their own pockets. It is not probable that all forms of bribery can be stamped out, but the campaign against it is bringing good results, and it is encouraging that the salesmen themselves as an organized body, as well as the purchasing agents of the country, are fighting the practice.

#### PROTECTING YOUR TRADE MARK

The facilities for registering trade marks in the Patent Office at Washington are extremely unsatisfactory owing to the lack of space for examiners and the need of more help. A trade mark remains on the waiting list sometimes for a year. The Nolan bill which provided for increases in the number of employees and in the salaries of efficient workers died with the last session of Congress. There was much opposition to the bill because it provided for granting patents to Government employees and authorized the Federal Trade Commission to accept assignment of such patents and license manufacturers to use them.

Now comes dissatisfaction with the plans for registering trade marks under the Pan-American Convention. A bureau for the Northern group of countries has been opened at Havana, and pending the opening of a bureau for the Southern group of countries at Rio de Janeiro, Brazil has decided to extend protection to trade marks transmitted to the bureau at Havana. The committee on patents and trade marks of the American Drug Manufacturers Association reported at the recent meeting in New York that it is doubtful whether registration in the Southern group of countries can be effected through the Havana Bureau. Members of the Association who filed trade marks with the Havana Bureau have received only a filing certificate and no registration certificate from the

countries in the Southern group which it was desired to reach. It is still necessary apparently, to file patents and trade marks with each country in the Southern group separately. Argentina, Chile and Mexico require this course, and it is advisable to register in these countries separately because they have not ratified the Pan-American Convention.

A cause of friction has arisen because of the difference in the laws of the United States and other nations in North and South America. In the United States the first user of a trade mark is the owner and registration gives no rights or privileges that modify the ownership established by the first user. In other countries the right of ownership is established by registration without regard to previous use of the trade mark.

#### CHEMICAL INDUSTRY WAGES

It is startling to note the slight decrease in chemical wages in comparison with chemical prices during the last year. Since April, 1920, chemical prices have shown a drop of approximately 40 per cent while during the same period average weekly wages in the industry, as reported by the State Industrial Commission for the State of New York have declined only from \$26.15 to \$24.36 per week per employee in the industries designated as "Drugs and Chemicals," or only 6.86 per cent. These compare with an average of \$13.12 per employee per week in April, 1915. German wages from 1914 to 1920 increased from 0.43 marks per day to 5.77 marks per day for unskilled labor in the four principal chemical centers of the country and from 0.55 marks per day to 6.24 marks per day for skilled men. The contrast in rates of pay is even greater now than it was before the war when the rate of exchange is taken into account.

The announcement made by the Trustees of Columbia University of the advancement in grade of three associate professors in chemistry to full professorships, coming so soon after the statement that the chemistry building would be one of the two buildings to be erected on the Morningside campus in the very immediate future, emphasizes the statement recently made by Dr. Nicholas Murray Butler, president of the university, that "the central science just now and the one that is likely to remain the central science for some time to come, is that many-sided body of knowledge called chemistry."

The devout wish of many drug people is that the Hon. Mr. Volstead be made to take a few doses of some of the vile smelling and viler tasting preparations which are at present camouflaged by the use of medicinal wine. He might then reconsider Section 3 of the new supplementary Volstead Bill.

The Chemists' Club delegation sat through only the first half of "The Queen of Sheba." They decided that they had seen all of the queen by that time and nothing else mattered.

# Bribery in Dye Trade Checked

*Policy of American Companies, Citations by Federal Trade Commission, and Chemists' Methods Have Improved Conditions*

By RUSSELL B. STODDARD

TO US in America the words commercial bribery have a decidedly ugly sound. It might, perhaps, be better if we used the term more often instead of the characteristic Americanism—graft, a word which, from its general and familiar application to all sorts of transactions has almost ceased to indicate that the transaction to which it is applied is necessarily reprehensible. Bribery is a stronger word and commercial bribery inevitably denotes the use of dishonorable means to close a business deal.

Our business morals are probably no better than those of other nations but our business customs are different and, fortunately, commercial bribery has never been openly recognized as legitimate in our code of business ethics. It has existed and still exists, being naturally more prevalent in some businesses than in others, but always under cover. Probably it will always exist in some degree but it is happily becoming less prevalent.

## Once Rife In The Dye Trade

It may safely be stated that there are few businesses in which it has been more rife in the past than in that of selling dyestuffs and in no business has it manifested itself in more varied and picturesque forms. At one time it had almost attained the dignity of a recognized practice and, while that day is long since passed, the business cannot claim a clean slate today. This is proved by the fact that the Federal Trade Commission has been forced to admonish more than one firm in the last few years to moderate their zeal in the search for new business and confine themselves to legitimate methods. It is to the credit of the more important factors in the trade that they have apparently refrained from these practices, as have most of their smaller competitors, but to some it is only a question of "what they can get away with."

To find the really interesting period of dyestuff bribery, we must go back to a time several years before the war, when the competition between the German firms, which controlled the market, was more real than in the years immediately preceding 1914. It was then a matter of anything to get business and the practices, which are now resorted to by only a few, were almost universal. The underground work led to many amusing incidents, for it is a well-known principle that a man who can be bought once can usually be bought again. Many of the situations were dramatic, especially when a salesman was attempting to introduce a new dye against the opposition of a bribed dyer. The expedients used by both dyers and salesmen to throw out a product already in use and substitute another or to checkmate the attempts to accomplish this were many and varied.

## How The Trick Was Turned

The dyestuff business offered and still offers unusual opportunities for commercial bribery for two reasons. In many of the smaller mills the final word as to what dyes were to be used rested with the boss dyer. Moreover the head dyer was usually a man who had risen from the ranks and was imbued with the idea that he was entitled to certain perquisites in the form of commissions. The other reason was that dyes are not like many other forms of merchandise which can be judged at sight. The sellers took advantage of this by failing

to maintain a standard price for their products. Instead, the salesmen were armed with a minimum price with instructions to charge all the traffic would bear. The same dye might be sold to a dozen different mills under the same number of slightly differing brands and at prices varying many cents a pound. On the maker's books would be kept the private brand for each mill together with the price at which the dye was to be sold under that particular brand. Even if the mills should compare notes on prices, which was unlikely, the lack of identity in the names under which the dye was furnished would usually prevent discovery of the price deviations.

## Overcoming Opposition

The problem of the salesman then was to introduce his products at as high a price possible and "fix" the dyer so that the colors would be kept in use to the exclusion of his competitors' dyes. But it frequently happened that the dyer was already fixed and was satisfied with his allegiance. Then it was up to the salesman to go over the head of the dyer and convince the agent or superintendent or owner, as the case might be. This was often done and a trial order sold but it usually happened that the dyer found that the product failed to give satisfaction. Goods would come out spotted or streaky or off shade or the dye was not up to strength.

The next move in the game was to have the technical expert of the selling firm come to the mill and straighten matters out by showing how to get the proper results. This meant a trial of strength between the dyer and expert with the former doing his best to spoil the test since a successful run meant exposure for him.

## Spoiling the Test

Many of the expedients resorted to in order to accomplish this were crude, such as introducing acids, alkalies, tannic acid, chrome, lime or other substances into the dye bath, choosing the compound best suited to affect the dye in question. Sometimes the dyer went further than that. One technical man made five failures to get correct results with a wool blue before he discovered a concealed pipe connected with the test vat through which some Acid Scarlet solution was introduced each time. The effect on a navy blue shade may well be imagined.

A similar case arose in an attempt to introduce a new vat blue in a case where the yarn was to be dyed, wound in "cheeses," in a pressure dyeing machine. Despite all precautions the result was in every case uneven penetration and a deposit of dye on and not in the fibre until it was found that the dyer had a way of getting a little sodium perborate into the machine. This of course oxidized part of the dye and precipitated it on the exterior of the fibre before it had an opportunity to penetrate. Instances of a similar nature might be multiplied almost indefinitely, with sometimes the dyers and sometimes the technical expert victorious in the battle of expedients and wits.

If the technical expert failed in his task the salesman was obliged to drop for the time being all idea of getting the account or he must settle matters with the dyer. Sometimes this could be done by the offer of a larger commission with perhaps a special bonus, but a dyer who had taken commissions from one house was



more or less in their power and had little wish to risk exposure by selling them out. It was really to his advantage to play their game consistently for if he lost his job through exposure they would take care of him by assisting him to another position where he could again insist on the use of their products. In those days a man was considered "honest" if he "stayed bought."

In one instance when a dyer controlled the use of a large amount of a certain dye, a salesman of another company did his best to introduce his product, but was checkmated at every turn to such an extent that he felt that his reputation demanded rehabilitation. He got it by demanding a comparative test and bribing the second hand to switch the two dyes at the time of the test. Then when salesman, agent and boss dyer were discussing the apparently unsatisfactory result given by the new dye the second hand appeared by pre-arrangement to explain his "mistake." The result was a sudden promotion for the second hand and a burglar-proof account for the salesman.

#### Other Means of Bribery

It must not be supposed that even in the old days all dyers were bribable or that the bribery was always direct. Dinners, cigars, little presents, gifts for the families, even racing and stock market tips played their part. If these attentions were not sufficient, then various forms of indirect payment were often resorted to in cases where the dyer shied at taking a straight bribe. One dyer's little graft was an open account with the garage where he kept his car, which was settled monthly by the salesman. This, however, did not prove satisfactory to the salesman for it gave too good an opportunity for graft within graft, with the garage owner and dyer dividing on excess charges, and was eventually discontinued. Another bit of indirect bribery occurred when a sizeable account was transferred after a salesman had traded cars on an even basis with the dyer, giving up a perfectly good Buick roadster in return for a decrepit Ford.

Direct cash payment was resorted to in many cases, usually an agreed upon percentage of the mill's dyestuff bill. The effect of this on the mill may well be imagined, with the dye company overcharging on the dye to make up the commission and the dyer wasting dye to the best of his ability in order to swell his payments.

Mill owners and superintendents are not by any means stupid though in many cases they reposed an unreasonable trust in the head dyer; partly of necessity, since the dyers guarded their formulas jealously and to change dyers meant in many instances a period of loss and confusion while the new man was matching shades and working out new formulas. For this reason the bribery was often winked at, but not all were so complaisant. There is one quite large mill located several miles from a railway junction. After his call at the mill, the salesman was accustomed to meet the dyer in the evening in the hotel bar at the junction to make his payment. One evening just as the money was passing, the millowner walked in, to their great consternation, which was not lessened when he introduced his companion as the sheriff. The matter was only settled by restitution on the part of both dyer and dyestuff company of payments extending over three years.

#### Not All Dyers Dishonest

It must not be assumed from this account of conditions that all dyers were dishonest. Many were known to be absolutely straight and no salesman dared approach them with a crooked proposition. The same is true of the salesman. Some of the most successful ones absolutely refused to have anything to do with the "commission" accounts.

The amount of bribery in the dyestuff business was

greatly cut down several years before the war. Competition between the German companies became more apparent than real and their closer co-operation reduced the necessity for that sort of thing and led to a closer scrutiny of "expense accounts," which took all the cream off from the dyers' point of view.

Another factor which was gradually lessening the graft was the growing tendency of the mills, even the smaller ones, to place the testing out of new dyes in the hands of the chemist, rather than of the dyer. This was of course universally the case with the larger mills and corporations, and whatever the tricks resorted to by the sellers to get their dyes in at artificial prices, bribery was seldom attempted when they had the chemist to deal with.

#### Effect of the War

The war dealt the most severe blow at corrupt practices by removing all necessity for them. It made a sellers market in which the difficulty was not to get orders, but to fill them. But it did not change human nature. It did not remove the dishonest dyer's desire for perquisites and profits nor the willingness of certain companies and salesmen to resort to these methods of getting business in case of need. The present market is distinctly favorable for the revival of practices much better abandoned, for a period in which many firms are fighting for existence is a temptation to resort to illegitimate means to get business. Nor will the re-entrance of the German companies into the field, if it is allowed to occur, do anything to raise the standard of commercial honesty. They were originally responsible for the introduction of these methods, and while they certainly have no monopoly of them, their lack of scruples in such transactions is notorious.

To the credit of the American companies let it be said that with a few conspicuous exceptions, they have refused to adopt such methods as have been described. A continuation of this policy, notwithstanding the temptation presented by a market in which orders are few and far between, backed up by the protection which the Federal Trade Commission can offer against domestic and foreign producers and brokers who show a willingness to use unfair business tactics, should do much to remove from the dyestuff trade a stigma which has long defaced it.

#### UPPER SILESIA VITAL TO POLAND'S TRADE

Poland's future in export trade depends largely upon how the present dispute over control of Upper Silesia is settled, it is pointed out by the National Bank of Commerce. The importance to Poland of the inclusion or exclusion of Upper Silesia is apparent. It means the difference between having to import more than half of its normal coal requirements, and being one of the most important coal-exporting countries of Europe. Moreover, should the Silesian fields be ceded to Germany, the Poles believe that it will be difficult to maintain the economic independence of that country. If Poland possesses Upper Silesia, it can exchange coal for the German manufactures and technical equipment needed for the development of its resources; otherwise it will have to sell the major portion of its exportable surplus in German markets in payment for fuel and equipment.

The Pharmaceutical Conference of New York City is sending out this week its official announcement of the final settlement arrived at with the Department of Health concerning the new regulation for the registration of all proprietary medicines sold in the city. As foretold some time ago, the Department of Health has been liberal in its attitude toward the retail druggists and allows until January 1st, 1922 for the disposal of all unregistered proprietaries now in stock.

### Trade Notes and Personals

W. F. Carman, of the China Chemical Company, has returned to his desk after an extended European trip.

Chester M. Clark has been made treasurer of the firm of Arthur D. Little, Inc. He was formerly associated with Stone & Webster.

The annual meeting of the Manufacturing Chemists Association will be held at India House on June 15. On the preceding evening a conference of the Executive Committee will be held, Henry Howard, chairman-presiding.

C. L. Bryden, chief engineer for the Kelly Filter Press Co., New York City, and well known in the chemical industries as a filtration engineer, has associated himself with W. P. Heineken, engineer and manufacturer, 95 Liberty street, New York.

Among the newly elected officers of the Merchants Association of New York are William Hamlin Childs, chairman of the executive committee of the Barrett Company and vice president of the Allied Chemical and Dye Corporation, third vice president; and James Gilbert White, president of J. G. White and Company, second vice president.

Dr. H. Herzfeld, who represents the Denver Chemical Co., of New York at Buenos Aires, Argentina, is spending a few weeks in New York. Dr. Herzfeld says the rate of exchange between Argentina and the United States has killed business temporarily. Europe is selling goods in Buenos Aires on long-time credits and getting the bulk of the business.

Hal T. Beans and Thomas B. Freas, associate professors of chemistry at Columbia, and Marie Reimer, associate professor at Barnard, have been given the rank of full professors. Samuel J. Kiehl, instructor in chemistry and E. G. Miller, Jr., associate in biological chemistry, have been made assistant professors according to the Trustees' announcement.

Mme. Curie visited the works of the Welsbach Company, at Gloucester, N. J., last week, where she was presented with fifty milligrams of a rare chemical, mesothorium, valued at approximately \$5,000 by Sidney A. Mason, president of the concern. Mme. Curie said she had studied mesothorium for twenty years and that much of the work being done in the Gloucester laboratories was directly in line with her own.

#### ALEXIS I. DU PONT DEAD

Wilmington, Del., June 1.—Alexis I. du Pont, Secretary and Director of E. I. du Pont de Nemours & Co., died here on Monday after an illness of ten days.

Mr. du Pont was a son of the late Eugene and Amelia E. du Pont, and was born in Wilmington in 1869. He was graduated from Harvard in 1892. Mr. du Pont was President of the Wilmington Club and a member of the Wilmington Country Club, the Union League of Philadelphia and the Harvard Clubs of New York and Philadelphia.

Two years ago Mr. du Pont took an active part in the drive made by Harvard alumni for a ten-million-dollar endowment fund. He was one of many prominent men who returned to Cambridge to attend the "Old Grads' School" to be instructed in practical methods of raising money for their alma mater.

Mr. du Pont had long been associated with the other members of his family in many of the large undertakings. His New York office was at 120 Broadway.

### MANUFACTURING CHEMISTS POINT OUT NECESSITY FOR ALCOHOL IN INDUSTRY

**Brief Filed By Henry Howard Declares Volstead Bill Would Cause Serious Injury to Foreign and Domestic Trade—Alcohol Essential For Scientific, Mechanical and Manufacturing Purposes**

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., June 1.—Henry Howard, chairman of the executive committee of the Manufacturing Chemists Association of the United States, has forwarded the following communication to Chairman Volstead of the House Committee on the Judiciary in connection with the proposed amendment to the Volstead law. The letter is as follows:

"The attention of your honorable Committee is respectfully invited to the observations submitted below by the Manufacturing Chemists Association of the United States in connection with the bill H.R. 5033 supplemental to the National Prohibition Act.

"The Manufacturing Chemists' Association of the United States includes in its membership more than 90 per cent of the manufacturers of heavy chemicals and a large number of producers of fine chemicals. I enclose herewith a list showing the name and principal business address of and character of business engaged in by each of our members. Their use of alcohol is exclusively for scientific, mechanical and manufacturing purposes, to encourage which Title III of the National Prohibition Act was enacted. We have no quarrel with the enforcement of law prohibiting the manufacture, sale, or transportation of intoxicating liquors for beverage purposes, but we respectfully submit that, in the preparation of the proposed supplement to the National Prohibition Act, H.R. 5033, due consideration has not been given to the importance of maintaining an adequate supply for and promoting the use of alcohol in legitimate industry.

"The Manufacturing Chemists' Association of the United States is of the opinion that the language of Sec. 2 of H.R. 5033 giving the Commissioner power to limit the supply and use of ethyl alcohol would work a serious hardship upon lawful chemical trades at a time when extraordinary efforts are being made to meet foreign competition, which is not only making serious inroads upon our commerce, which has developed abroad during the last few years but is even threatening the domestic market. As alcohol is manufactured exclusively under Governmental control and remains in bonded warehouses until lawfully withdrawn for denaturation or other lawful purpose, we fail to understand the object of restricting the supply and proper use of a raw material which is absolutely essential to organic chemistry. To limit production and impose burdensome restrictions upon the use of an essential commodity because of administrative difficulties in confining the product to lawful channels would introduce a Governmental policy that would be inimical to industrial growth and prosperity, adversely affect prices, and stifle competition; all of which is unnecessary, so far as alcohol is concerned, in view of the power already vested in the public authorities under national and state laws.

"The Manufacturing Chemists' Association of the United States respectfully opposes the language of Section 3 of H.R. 5033, which, in effect, prevents the extension of tax-free denatured alcohol to any lawful business in which it can be utilized. Although an attempt is made in said section to differentiate between 'medicated' or 'compounded' alcohol and 'denatured' alcohol, it is submitted that distilled spirits so treated as to make the finished product unfit for use for intoxicating beverage purposes would in fact be denatured alcohol and under existing law would be tax free. However, as the Internal Revenue Bureau has not heretofore issued a regu-



lation permitting the use of such tax-free denatured alcohol in the manufacture of pharmaceuticals to be taken internally, we believe that, if the proposed measure, by unmistakable language, makes clear such right under Title III of the existing statute, the chemists of our country will eventually produce results in that direction which will serve to effectually aid in the enforcement of the National Prohibition Act, the full scope of which is well stated in its title,—'An Act to Prohibit intoxicating beverages and to regulate the manufacture, production, use and sale of high-proof spirits for other than beverage purposes and to insure an ample supply of alcohol and promote its use in scientific research and in the development of fuel, dye, and other lawful products.'

"The Manufacturing Chemists' Association of the United States respectfully protests the provisions of Sec. 4 of H.R. 5033, because they would unjustly stigmatize legitimate chemical industries merely because of the use therein of alcohol.

"Generally speaking, the Manufacturing Chemists' Association of the United States is convinced that existing law and the regulations promulgated thereunder are adequate to govern the manufacture, distribution, sale and use of alcohol for all lawful purposes and that so far as that chemical is concerned the only result of H. R. 5033 would be further to involve in bureaucratic controversies the legitimate operations of chemical plants, each of which is a potential arsenal of inestimable value to national defense and whose peace-time activities along lawful lines should be in every way promoted within the letter and spirit of Sec. 13, Title III of the National Prohibition Act."

#### WAREHOUSE INTERESTS TO MEET SHIPPERS

Traffic representatives of manufacturing companies which distribute their products through public merchandise warehouses will meet in convention at the William Penn Hotel, Pittsburgh, on June 16 and 17. The convention will be held under the auspices of the Shippers' Warehousing and Distributing Association, which was organized at Chicago a year ago for the general purpose of effecting standardization and simplification of forms, documents, practices, rules and regulations in the business relationship between the manufacturers and the public warehouse industry.

Uniformity, overages and shortages, taxation on stocks in warehouses, methods of billing, systems of reporting of stocks—these will be some of the general subjects which will be discussed at the Pittsburgh convention. Solution of the various problems with which shippers are confronted in distributing products from factory through the public warehouse to retailer and consumer will work toward cutting down the costs of distributing. Manufacturing companies which route goods through warehouses are eligible to membership in the Shippers' Warehousing & Distributing Association, and their representatives will be welcomed at the Pittsburgh convention regardless of whether they join the organization. Details regarding the convention may be obtained by addressing the secretary, Kent B. Stiles, 239 West 39th street, New York.

Members of the association include, American Sugar Refining Company, Chicago; Bon Ami Company, New York; Bristol-Myers Co., Brooklyn; Colgate & Company, Jersey City; Hygienic Products Co., Chicago; Lever Brothers Company, Mass.; Procter & Gamble Distributing Company, Cincinnati; P. W. Drackett & Sons Co., Cincinnati; Vick Chemical Company, Greensboro, N. C.; Westinghouse Electric & Mfg. Company, East Pittsburgh, Pa.

#### COTTON MILL MEN URGE DYE TARIFF

(Special to DRUG AND CHEMICAL MARKETS)

Philadelphia, June 1.—The American Cotton Manufacturers Association passed resolutions at the convention held here demanding protection for the dye industry. The resolutions follow:

"Whereas, the sad plight in which the American textile industry found itself for lack of dyes and chemicals at the outbreak of the World War demonstrates the necessity for a permanent self-contained American coal-tar industry; and

"Whereas, such an industry would likewise be valuable to the country in the way of available facilities for the prompt manufacture of explosives, munitions, etc., in the event of another war; and

"Whereas, this industry now faces attack from the former German monopoly, thereby demonstrating that some reasonable degree of protection may be necessary, at least for some time to come; therefore be it

"Resolved, That this association recommends a very careful investigation of this subject by the proper agencies of the Federal Government to ascertain what degree of protection is essential to the preservation of the American dyestuff industry, especially in its formative stages.

"Resolved, further, That if such investigation should disclose such necessity for the protection of said industry, in order that it may be permanent and reasonably prosperous, so that it can normally expand and develop, we favor such protection as may be warranted to attain these objects, said tariff rates to be investigated and amended from time to time as changing conditions may warrant, in order that the industry may render fair and reasonable service to domestic consumers and at the same time compete on equal terms with dyemakers of other countries."

#### DELAY IN FIXING DYE TARIFF

Washington, D.C., June 1.—Representative Longworth, Ohio, chairman of the sub-committee which wrote Schedule A, is leading the fight for the embargo for the protection of chemicals and dyes, while Representative Fordney, chairman of the general committee, is heading the fight against it.

Representative Longworth's plan for the protection of the industry, as embraced in the schedule he had the principal part in framing, embraced: First, unrestricted admission, save for the imposition of duties, of those dyes and chemicals not manufactured in this country; a permanent embargo against dyes and chemicals of a competitive nature with those which are made in this country in sufficient quantity to meet American demands; limited embargoes, probably to be levied upon recommendation of the tariff commission, against importation of chemicals and dyestuffs made in America in whole or in part but not in sufficient quantities to supply American demands.

Representative Fordney is opposed to this plan. He says that chemicals and dyes can be protected with a duty tariff only. He declares: "I am in favor of giving them all the protection that is necessary in the way of duties, but am absolutely opposed to any form of embargoes or any license system."

#### PHILADELPHIA'S PHARMACY CENTENNIAL

Philadelphia, Pa., June 1.—The programme for the centennial celebration of the Philadelphia College of Pharmacy and Science, June 12 to 15, includes Sunday services on the 12th, meeting of the alumni on the 13th, and centennial day exercises on June 14. The centennial commencement will be held on June 15.

## WHOLESALE DRUGGISTS SEND PROTEST AGAINST THE VOLSTEAD ALCOHOL BILL

**Prohibition Commissioner's Order Compelling Purchase of Alcohol from Liquor Dealers Cost the Wholesale Druggists from \$1,000,000 to \$3,000,000—The Bill Analyzed**

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., June 1.—W. L. Crounse, representing the National Wholesale Druggists Association and the Manufacturing Perfumers Association, recently sent to the Judiciary Committee of the House of Representatives a protest against the new Volstead bill in which he said:

"It is a matter of general knowledge that of the 75,000 permits issued last year, a very large number were issued without any consideration whatever of the standing of the applicant, the character of his products, his formulae or labels. The officials of the Prohibition unit freely admit that at least 12,000 permits issued last year will not be reissued because of the fact that the applicants therefor have no right to them. It is credibly reported that in New York City no less than 4,000 applications were issued to parties who prior to January 16, 1920 had never been engaged in the manufacture of any legitimate products with the use of alcohol.

"These permits apparently were issued to all comers and with their aid, supplemented by small bonds, large quantities of alcohol were withdrawn and used in the manufacture of synthetic beverages and in the production of so-called tonics, lotions, medicinal wines, flavoring extracts, etc., without the slightest regard to standard formulae. Large quantities of alcohol were also obtained on forged permits to purchase.

"There is one menace to Prohibition enforcement which in our opinion should be removed and might well be taken care of in an amendment to the pending bill. We refer to the large amount of potable liquors in the possession of the so-called wholesale liquor dealers, a class of merchants outlawed by the Volstead Act, according to the opinion of the Attorney General of the United States. Several months ago it was understood that the permits of these dealers were to be canceled which would prevent them from doing business hereafter, but there is no provision of law by which their stocks on hand can be disposed of. These stocks are tax-paid and acquired pursuant to permits issued by the Prohibition Commissioner before the Attorney General's opinion was rendered. They afford an inviting field to the bootlegger but there seems to be no authority in law for the Government either to confiscate or purchase them.

"Several months ago the Prohibition Commissioner attempted to solve this problem by forbidding further withdrawals from distilleries or bonded warehouses of potable liquors for medicinal purposes by wholesale druggists who by the same order were required to secure their supplies by purchase from wholesale liquor dealers, the Commissioner's hope being that in this manner the supplies of the wholesale liquor dealers, amounting to about 1,700,000 gallons would be absorbed.

"The druggists protested earnestly against this order which compelled them to buy inferior goods at exorbitant prices when they already owned in bond adequate supplies of liquor of standard medicinal quality. The order was maintained, however, until May 15, when the embargo on withdrawals was lifted. The cost of this order to the wholesale druggists of the country has been upwards of \$1,000,000—possibly \$3,000,000—in the price paid to wholesale liquor dealers over and above the cost of the superior goods in bond which the druggists already owned, and the only result has been the reduction of perhaps 400,000 gallons in the stocks of

potable liquors in the hands of the wholesale liquor dealers.

"Mr. Kramer's problem today is exactly what it was when he issued the embargo order several months ago, but the wholesale liquor dealers are richer by a large amount of money taken from the wholesale druggists without a shadow of authority in law."

Analyzing the different sections of the bill Mr. Crounse said:

We are in no way interested in section I of the bill which proposes to prohibit the prescribing of beer for medicinal purposes. As to section II we would request that the words "save alcohol" be inserted in Line 11, page 2, after the word "liquors."

I do not believe it is the purpose of the author of this measure to authorize the Commissioner of Internal Revenue to limit the production of alcohol, but the language employed is certainly susceptible of that interpretation. It is of the most vital importance that the production of alcohol should be stimulated in every possible way, not only for the development of the industries of the United States, but for the national defense. When the fact is borne in mind that since the armistice was signed in November, 1918, at which time the total alcohol-producing capacity of the country was far below the immediate requirements of the War Department for the manufacture of mustard gas alone, no less than 56 per cent of this capacity has gone out of commission, the seriousness of the present situation from the standpoint of the Chemical Warfare Division of the Army will be appreciated.

We would strongly urge the striking from the bill of sections III, IV and V, but especially the elimination of section III.

The matter of denaturation of alcohol for the manufacture of medicinal and non-medicinal products is an important scientific problem to which research laboratories throughout the country are addressing themselves and satisfactory results are being achieved—in the manner in which scientific problems are usually solved—slowly but surely. Any attempt to force this movement by arbitrary or drastic means can only operate to delay the development and hamper industry. Congress now has it in its power greatly to stimulate the use of alcohol by an unequivocal declaration which might well be incorporated in this bill granting the utilization of denatured alcohol free of tax for the manufacture of medicinal products intended for internal use. Such products when intended for external use and all non-medicinals are now entitled to this privilege, and there is no sound basis for discrimination against any class of preparations. Any small sacrifice of revenue would probably be more than met by the reduced cost of Prohibition enforcement, as intoxicating beverages thinly disguised as medicinal products could no longer be manufactured.

Unprincipled persons would have no difficulty in evading the provisions of section III, as now written in the bill, as it would only be necessary for them to confine their operations to the manufacture of products the pre-medication of which would "substantially interfere with the compounding and manufacturing of such articles" as determined by the Commissioner of Internal Revenue. Thus exemptions would be granted to the crooked manufacturer while the honest manufacturer would be saddled with an intolerable burden of annoyance and additional expense which, in many cases would be absolutely prohibitory.

The language employed in lines 9 and 10, page 3, of section III to the effect that "liquor including alcohol so medicated or compounded shall not be exempted from any tax to which liquor is subjected" is highly objectionable as it might be held to repeal or modify the Denatured Alcohol Law of 1906 as amended by the Act of 1913.

The provision that applications for permits shall be publicly posted for twenty days as provided by section IV is simply an invitation to discharged employees, malicious persons and blackmailers to make trouble for manufacturers who, no matter how reputable, would no doubt frequently be compelled to journey to Washington to meet the complaints of irresponsible persons who would not be required to make good their charges and from whom no redress could be secured. Such a requirement has been entirely proper in the case of prospective saloon keepers but is certainly an unreasonable demand to make upon American manufacturers.

Section V is open to the obvious objection that it subjects all persons who use alcohol as a legitimate raw material to a dual jurisdiction, which would be vexatious at all times and which would increase the hazards of business to a point that would unquestionably affect the manufacturers' credit. We see no objection to any interchange of information between the Department of Justice and the Internal Revenue Bureau, but to clothe both these branches of the Government with equal jurisdiction to suspend our operations and to cancel our permits is a most drastic proposition and is certainly contrary to sound principles of administration.

Francis E. Holliday, secretary of the National Wholesale Druggists Association, 99 Nassau street, New York, has sent an appeal for help to defeat the Volstead bill to all members of the association, saying:

"A very grave situation menacing the entire drug and allied trades has arisen as the result of an attempt to pass the bill H. R. 5033 recently introduced by Representative Volstead of Minnesota, Chairman of the House Judiciary Committee. The purpose of this measure is

to grant arbitrary power to the Commissioner of Internal Revenue, presumably to be exercised by the Prohibition Commissioner, to control in a most drastic manner every branch of industry which uses alcohol as a raw material.

"The House Judiciary Committee has held hearings on this extraordinary measure throughout the past fortnight and as the result of these discussions the objects sought to be attained by the promoters of this legislation have been fully disclosed. It has been made perfectly clear, for example, that the purpose of the last sentence of Section II of the bill is to give the Prohibition Commissioner power to refuse or revoke a permit in his own discretion without the slightest regard to the character of the permit holder, his financial standing, the goods he makes, or the fact that they are absolutely unfit for beverage purposes. The adoption of this provision of the bill would operate to repeal Section IV of the original Volstead Act which provides that if products made with alcohol are "unfit for use for beverage purposes" they shall be exempt from the provisions of the law. It also repeals the provision of the original statute which guarantees a court review of any order made by the Prohibition Commissioner refusing or revoking a permit.

"Every member is interested in H. R. 5033, supplemental to the National Prohibition Act, and in the light of the facts given by our Washington Representative, W. L. Crounse, each one should lose no time in setting forth the objections to the bill in strong letters of protest to Congressmen and Senators from their districts.

"Protests should also be sent directly to each member of the House Judiciary Committee to which the bill has been referred, the members of which are:

"Andrew J. Volstead, Minn., Chairman; George S. Graham, Pennsylvania; L. C. Dyer, Missouri; Joseph Walsh, Massachusetts; C. Frank Reavis, Nebraska; David G. Classon, Wisconsin; W. D. Boies, Iowa; Charles A. Christopherson, S. Dak.; Richard Yates, Illinois; Wells Goodykoontz, West Virginia; Ira G. Hersey, Maine; Walter M. Chandler, New York; Israel M. Foster, Ohio; Earl C. Michener, Michigan; Andrew J. Hickey, Indiana; Robert Y. Thomas, Jr., Kentucky; Hatton W. Sumner, Texas; Andrew J. Montague, Virginia; James W. Wise, Georgia; John Tillman, Arkansas; Fred H. Dominick, South Carolina."

#### WAR COST LIMITS TAX REVISION

Of every dollar of national expenditure 77.3 cents goes for purposes of war, according to the National Bank of Commerce, New York, which points out that any constructive program looking to a remedy of the present tax situation must take this fact constantly into consideration. "This condition is not a new one," the bank says in the June issue of its magazine. "Each war in which this country has been involved has left us a heritage of increased expense. Not only has the direct military burden been permanently increased, but there have been additional outlays on account of war debt, for pensions, and for administrative purposes growing out of the experience and results of the war."

The bank cites official Treasury reports to show that from 1910 to 1914 the average annual expenditure for war purposes was \$436,320,000 or 45.6 per cent of the total. This figure increased to \$869,568,000 in 1917, to \$8,653,132,000 in 1918 and to \$15,028,010,000 in 1919, then dropped to \$5,071,740,000 in 1920. Even with all doubtful items, including advances to foreign governments, excluded, war expenditures in both 1919 and 1920 exceeded 77 per cent of the entire amount expended.

The Auction Salesrooms in Vesey street, New York, sold 1,900 shares of the American Pine Products Corporation, last week, for \$6.

#### VOLSTEAD BILL PROTEST BY DRUG TRADE

A protest against the Volstead bill regulating the use of industrial alcohol has been sent to U. S. Senators and Representatives by the Drug and Chemical Section of the New York Board of Trade and Transportation. It reads in part:

"We protest against the enactment into law of the Volstead bill, H. R. 5033, entitled 'A bill supplemental to the National Prohibition act.' In our opinion this bill is not only unnecessary in so far as most of its provisions are concerned, but if enacted into law will impose such restrictions upon the manufacture of standard medicinal preparations as to render it practically impossible to continue such manufacture."

The objections to the proposed legislation are stated specifically as follows: "The second paragraph of this section prohibits the importation of intoxicating liquors and the manufacture of any spirituous liquors except alcohol, until the present supply in the United States has been reduced to a quantity which, in the opinion of the commissioner, with liquor which may thereafter be manufactured, will be sufficient to supply the current need for all non-beverage purposes. We submit that it is very unwise to place in the power of any commissioner the right to estimate the needs of the country, and to permit the manufacture or to discontinue the same at his option. The proper production of liquors and wines requires scientific and involved processes which necessarily compel thorough and continuous organization, which might be entirely destroyed beyond recovery if the proposed power of control of production be lodged in the commissioner.

"This section also gives to the commissioner the right to limit the supply and use of all liquor, which includes alcohol, and also the number of permits which he shall grant. This would place within the control of an officer of the government, the power, if he should be so disposed, to create a "favored class." It would be within his authority to grant a permit to one manufacturing pharmacist and refuse it to another, for no other apparent reason than that he thought there were a sufficient number of manufacturing pharmacists already authorized to use alcohol for the manufacture of standard preparations.

"The second part of section 3 would seriously interfere with the manufacture of legitimate medicinal preparations, if not altogether prevent their manufacture. It would require the alcohol to be denatured at the distillery, by the addition of some ingredient of the finished article. The processes of manufacture of standard preparations are such that if any ingredient were added to the alcohol at the distillery, such alcohol when received by the manufacturer would be adulterated or contaminated and could not possibly be used. Furthermore a manufacturer would be compelled to maintain a stock of 500 to 600 kinds of denatured alcohol.

"The section also provides that the alcohol so denatured shall not be exempt from tax. The purpose of existing statute providing for tax free alcohol is to encourage the arts and industries and is in line with the established policy of the government extending over many years. We can see no reason why denatured alcohol should be assessed with a tax.

"Section 4 would require a delay of twenty days before a permit is issued to manufacturers of medicinal preparations and would require public posting at the applicant's place of business. There is absolutely no authority under the National Amendment, in the opinion of this body, for the enactment of any such legislation as to the manufacturers of medicinal preparations. They use alcohol only as a material and are not engaged in any business which is restricted in any way by the Eighteenth Amendment."



**OHLIGER HEADS FREDERICK STEARNS & CO.**

At a recent special meeting of the board of directors of Frederick Stearns & Company of Detroit, Mich., Frederick Kimball Stearns resigned as president of the firm to accept the chairmanship of the board of directors. Mr. Stearns has been head of the concern since 1889, having succeeded his father, who founded the business in 1855.



WILLARD OHLIGER

Willard Ohliger, who has served for the past 5 years in the capacity of vice-president and general manager, was elected as the new president of the company. Mr. Frederick Sweet Stearns, treasurer, was chosen first vice-president and D. M. Gray, secretary, takes the position of second vice-president.

**MEETING OF COTTONSEED CRUSHERS**

Chicago, June 1.—The Interstate Cottonseed Crushers Association approved the formation of a foreign trade association under the Webb-Pomerene act in accordance with Secretary Hoover's recommendation. A resolution was adopted urging that the work of the Government in vegetable oils be defined and co-ordinated to secure more effective results. The following named members were chosen on the Board of Directors:

Alabama and Florida, C. A. Covey, Montgomery, Ala.; Arkansas and Missouri, F. O. Coleman, Hope, Ark.; Georgia, W. J. Murphy, Newnan, Ga.; Louisiana, Bryan Bell, New Orleans, La.; Mississippi, George W. Covington, Hazlehurst, Miss.; North Carolina, F. C. Dunn, Kinston, N. C.; Oklahoma, J. M. Aydelotte, Oklahoma City, Okla.; South Carolina, Russell Acree, Darlington, S. C.; Tennessee and Kentucky, C. F. Reid, Louisville, Ky.; North Texas, J. S. Le Clercq, Dallas, Texas; South Texas, W. A. Sherman, Houston, Texas; North Atlantic States, W. J. Cassaday, New York; North Valley States, Ernest Kissling, Chicago, Ill.; Pacific States, John P. Conduit, Los Angeles, Cal.; Chemists' Section, E. R. Barrow, Memphis, Tenn.; Dealers' and Brokers' Section, L. B. Lovett, Memphis, Tennessee.

The House of Representatives has passed the bill providing \$250,000 for the creation in the Bureau of Foreign and Domestic Commerce of various divisions to handle specific commodities. This is in line with the recommendation which was made by Secretary of Commerce Hoover to the House Committee on Appropriations a short time ago.

**UPWARD MOVEMENT IN BUSINESS  
DECLARED SLOW BY CREDIT MEN**

J. H. Tregoe, Executive Secretary of the National Association, Says "Hitting the Bottom" Does Not Mean Immediate Improvement — Recovery from Former Depressions Required Two to Five Years

During the month of May there was no upward swing to business though we seem nearer than ever to the point where we can say with confidence that the bottom has been reached, says J. H. Tregoe, executive secretary, National Association of Credit Men, in his June general letter, containing a review of industrial, financial and economic conditions addressed to the 33,000 manufacturers, wholesalers and bankers comprising the membership. Basing his declarations upon visits made to numerous cities throughout the country during the past month and upon hundreds of letters received from leading business men, Mr. Tregoe writes:

"During May the movements in commerce and credits have been almost colorless. On a careful survey we cannot discover an upward swing to business though we seem nearer than ever to the point where we can say with confidence, 'The bottom has been hit.' But hitting the bottom does not, by any means, suggest that there is to be an immediate upward swing. The upward movement will require more strength and vitality than business at the moment possesses and some little period of hesitation will be necessary for the accumulation of power to start a strong upward swing.

"Nothing serious has happened during the month. The recuperation proceeds normally and there must not be impatience if the recovery does not come as quickly as some have prognosticated. We must bear in mind that recoveries from former depressions were slow. Two years were required to recover from the depression of 1819 and at least five years from the depressions of 1873 and 1893.

"The underlying wealth of the nation and the supporting powers of the Federal Reserve system assure a more rapid recovery domestically than we have had from any previous commercial disturbance. The situation is however very spotty. It has distinctive lights and shades. Stocks of merchandise are in many directions below normal and in other directions above normal, but, on the average, they are running low. The collection of current accounts is very fair. No serious complaints are registered though the thawing out of the deferred or frozen credits proceeds painfully slowly, giving considerable concern to bankers.

"The lights and shades of the present situation merely indicate how complicated business may become when fundamental errors have been committed. We emphasize once again that there has been no imminent danger in the situation since May, 1920. There has been no element of panic. There has been nothing but the results of an overindulgence and an abuse of industrial and credit principles. Let us, therefore, control our impatience and strive energetically to bring values to a point where confidence will be restored, where selfishness will be rebuked, where everyone will take his share of the losses for the purpose of restoring prosperity, so that all may thereafter, the more promptly, share in the gains."

**BUSINESS RECOVERY SLOW**

Washington, June 1.—Facts which have come to light during the past month have made it apparent that the completion of the readjustment of business will be much slower than was expected, says the May Federal Reserve Bulletin, and the outstanding features of the situation, which are in part responsible for the slowing

down of progress toward normal, include wages, prices, transportation rates and the costs of raw materials, as well as the relationship of banking and credit to each of these fields of economic organization. Recovery in business, the report says, is at this time distinctly irregular and uneven.

Perhaps the foremost cause of this unevenness in readjustment is the irregular movement of the prices of commodities which ordinarily move in concert, the report says, which is seen at every stage of the productive process, in that a fall in the price of raw materials does not mean a corresponding drop in the price of the manufactured article, nor do retail price reductions correspond to wholesale. Those factors cited as holding up readjustment are: Unwillingness of retailer to sell below his cost price; organizations or retailers sustaining prices above that which is warranted by wholesale prices; inability to reduce wages.

A survey conducted by the Reserve Board shows a decline in the number of employed of 25 per cent and a reduction of wages of 29.8 per cent. In the South-eastern portion of the United States the deductions imposed on the unskilled laborer have totaled 50 per cent and there have been reductions in the textile, iron and steel classes of workers.

In the case of railroad rates, the increases during the war and since have not been imposed according to the necessities of the different classes of traffic, and some rates have been raised so high as to become non-productive, the Bulletin continues, and there have not been reductions in rates corresponding to the reductions in selling prices. The effect of this is to interfere with the normal movement of products.

#### NEW PRESIDENT OF SEMET-SOLVAY

(Special to DRUG AND CHEMICAL MARKETS)

Syracuse, N. Y., June 1.—Edwin D. Winkforth has been elected president of the Semet-Solvay Co. to succeed Henry H. S. Handy. Mr. Winkforth has served the company for 28 years in all departments. He is associated with many financial and other institutions in Syracuse.

Mr. Handy remains as a member of the Board of Directors, but has been compelled to relinquish his duties as an active official of the company because of the demands made upon his time by the affairs of the Allied Chemical & Dye Corporation, of which he is a director and vice-president. This corporation controls the Semet-Solvay Co. through stock ownership.

#### SAYS FERTILIZER KILLED HIS CROPS

The International Agricultural Corporation is suing Willie Rountree in the U. S. District Court at Norfolk, Va., for \$9,225 for 150 tons of fertilizer, and Willie Rountree has brought a counter suit against the company alleging that when the fertilizer was used on crops of spinach, cabbages, potatoes and other vegetables the crops were total failures.

Rountree said that after using the fertilizer he had cultivated his crops in a husbandlike manner, but that the guarantees of the company had broken in every particular, and that by reason of the breach of warranties and representations he had suffered damages of \$41,150.75.

Colonel Thomas Curtis Clarke, of 101 East 74th street, New York City, an eminent civil and metallurgical engineer, died last week at the Roosevelt Hospital of pneumonia following an operation. He was a brother of E. A. S. Clarke, president of the Consolidated Steel Corporation, 25 Broadway, New York. Colonel Clarke was born December 11, 1873, at Philadelphia, Pa., the son of Thomas C. Clarke, one of the most eminent engineers of his day and at one time president of the American Society of Civil Engineers.

### Of Interest in the Trade

A monograph on "the Relation of Wages to the Cost of Living in Los Angeles" by Hazal M. Liggett has recently been published by the Southern California Sociological Society, Los Angeles.

Maxwell A. Cohen has become manager of The Keene Co., manufacturing chemists, 335 Broadway, New York. Mr. Cohen was formerly assistant manager of the chemical department of J. Aron & Co., New York, and more recently sales manager of the Massachusetts Chemical Products Co., of Boston.

Jacques Schmoll, president of the Gallic Chemical Co., 150 Nassau street, New York, and formerly of Chicago, killed himself in his office last week, by swallowing cyanide of potassium. He committed the act after sending for Mrs. Fannie Dreyfus to whom he handed a life insurance policy for \$25,000 which he had just taken out.

Thomas S. Baines, formerly secretary to I. Frank Stone, well known in the chemical and dye industry, has been sued by Charles A. Peck of Chicago, brother-in-law of Mr. Stone, for stock in Mr. Baines possession which Mr. Peck claims as part of Mr. Stone's estate. Mr. Baines has entered a general denial. Mr. Stone's estate amounted to \$1,500,000.

Experiments which hold the promise of giving color to colorless gem stones through exposure to radium emanation are being carried on at the Rare and Precious Metals Station of the United States Bureau of Mines at Reno, Nevada. In preliminary experiments, a colorless Colorado topaz was tinted yellow by exposure to penetrating radiation. The coloring, however, was not found to be permanent when exposed to light. Experimental work with a view to making the color light permanent is being continued.

John H. Kirby, president of the Southern Tariff Association announces that a congress of the Association will be held at Fort Worth, Texas, on June 4, to aid the effort to place vegetable and mineral oils in the permanent tariff bill. The states of Texas, Louisiana, Arkansas, Oklahoma, Arizona and New Mexico are expected to send delegates to the meeting. Mr. Kirby says the Fort Worth congress is the beginning of a series of meetings to be held in the states throughout the south for upbuilding the sentiment for a permanent tariff policy for the protection of southern industries.

#### PROTEST BY CHARLES F. GARRIGUES CO.

The Charles F. Garrigues Co., New York, of which William H. Campbell is president, has issued the following notice to the trade:

"On May 2, 1921, Mason Harker was by action of the Board of Directors of Chas. F. Garrigues Company removed from office as Vice President of the Company and thereupon ceased to be connected therewith in any way. Information has just reached the undersigned to the effect that on May 16, 1921 Mason Harker caused to be incorporated in the State of Illinois a new corporation under the name of Chas. F. Garrigues Company. This has been done entirely without the knowledge or consent of the Board of Directors and appropriate steps will be taken immediately to put an end to this improper and unwarranted invasion upon our rights and good will.

"Notice is given to the trade that all communications to and transactions with the Chas. F. Garrigues Company are to be directed to and had with the principal office of the Company at 54 Wall Street, New York City."



## QUOTATIONS ON CHEMICAL STOCKS

Bid	Asked	Bid	Asked
Aetna Expl. .... 10	10 1/2	Heyden Chem. .... 2 1/2	3
Aetna Expl., pf. .... 07	08	H'k Electro. .... 55	65
Air Reduction. .... 35	36	H'k Electro, pf. .... 60	70
Allied Chem. & D. 44 1/2	45	Int. Agricult. .... 9	9 1/2
*All'd Ch. & D., pf. 90	91	*Int. Nickel. .... 15 1/2	16
*Am. Ag. Ch. .... 48 1/2	49 1/2	*Int. Nickel, pf. .... 80	84
*Am. Ag., Ch., pf. .... 72 1/2	73	*Int. Salt. .... 54 1/2	55
Am. Chicle. .... 20	23	K. Solvay. .... 95	95
Am. Chicle, pf. .... 57	61	*Mathieson Alk. .... 14	21
*Am. Cot. Oil. .... 20 1/2	21	Merck & Co., pf. .... 85	90
*Am. Cot. Oil, pf. .... 50	55	Merrimac. .... 79	81
Am. Cyan. .... 17	24	Mutual Co. .... 150	150
*Am. Cyan., pf. .... 45	52	*National Lead. .... 78	79
*Am. Druggists S. .... 6 1/2	7	*National Lead, pf. .... 100	104
Am. Glue. .... 40	45	N. J. Zinc. .... 126	129
Am. Glue, pf. .... 68	70	*Nlag. A., pf. .... 96	100
*Am. Linseed. .... 29	30	Parke, Davis & Co. 83	83 1/2
*Am. Linseed, pf. .... 70	78	Penn. Salt. .... 65	67
*Am. Malt. .... 12	13	Procter & Gamble. 67	68 1/2
*Amer. Zinc. .... 9	10	Procter & Gam., pf. 101	101 1/2
*Amer. Zinc, pf. .... 26	27	Rollin Ch. .... 50	60
Atlas Powder. .... 122	125	Rol. Ch., pf. .... 80	90
Atlas Powd., pf. .... 74	75	Royal Baking Po. .... 80	90
British Am. Chem. 3	3 1/2	Royal Bak. Po., pf. 79	81
By. Prod. Co. .... 85	90	Sherwin-Williams. 520	540
Carborundum. .... 135	135 1/2	Stand. Ch. .... 90	100
Carborundum, pf. 115 1/2	116	Swan & Finch. .... 30	45
Casein Co. .... 35	45	*Tenn. C. & Chem. 9	10
Celluloid Co., .... 104	107	Tex. Gulf, Sul. .... 15 1/2	15 1/2
Celluloid Co., pf. 102	103	Union Carbide. .... 48	49
*Corn Products. .... 69	70	Union Sulphur. .... 94	94 1/2
*Corn Products, pf. 103	104	*Un. Drug. .... 94	94
*Davison Chem. .... 38	41	*Un. Drug, 1st pf. 45	46
Dow Chem. .... 240	240	*Un. Dyewood. .... 56	60
Dow Ch., pf. .... 103	103	*Un. Dyewood, pf. 94	96
Du Pont. .... 125	130	U. S. Gypsum. .... 69	69
Du Pont, pf. .... 72	74	*U. S. Indus. Al. .... 68	69
*Freeport, Tex., Sul. 15	16	*U. S. Indus. Al., pf. 90	100
*Freeport, Tex. Sul. pf. 91	93	*Va.-Car. Ch. .... 30	31
Grasselli. .... 125	135	*Va.-Car. Ch., pf. 85	87
Grasselli, pf. .... 95	95	*V. Vivaudou. .... 7 1/2	8
Hercules. .... 127	133		
Hercules, Powd., pf. 89	92		

\*Listed on New York Stock Exchange

## THE PERMANENT DYE TARIFF

"The feeling prevails in dye circles that the provisions of the dye section of schedule A will adequately safeguard the interests of the consumer," says the "Daily News Record," of New York. "When the sub-committee framing the schedule began its work, Representative Longworth, it will be remembered, announced that he intended to use the bill worked out and favorably reported last Congress to the Senate, by the Senate Finance Committee, as the basis for whatever new measure was framed.

"The previous objections from some consumers that they would be put to the trouble and delay of writing Washington to find out whether or not they could import any dye has been removed, it is believed, by the provision commanding the preparation and publication of lists of dyes which can be imported without inquiry by the consumer, and dyes which cannot be imported. Apparently a proper understanding of this does not obtain in many consuming quarters."

## MAY PAY DIVIDEND IN SCRIP

According to reports circulated in Wall Street the Directors of the Virginia-Carolina Chemical Company are expected to pass the quarterly dividend on the preferred stock, says the "New York Times." It was added, however, that if the dividend is not passed there is a possibility that it will be paid in scrip. In March the Directors passed the dividend on the common stock, despite the fact that the company has reported favorable earnings during the last few years. The difficulty confronting the fertilizer companies at present is the matter of collections, farmers not having been able to meet payments because of the decline in grain prices.

The directors of Parke, Davis & Co. have declared the regular dividend of 4% and an extra of 2%, payable June 30 to stock of record June 20.

## BRUNNER, MOND &amp; CO. EXPANDING

**Capital Increased More Than \$12,000,000 For Manufacture of Synthetic Ammonia—Perpetual Agreement Made With Lever Bros. for Supplying Soap Makers With Soda Ash**

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Manchester, England, May 21.—Brunner, Mond & Co. whose works are located near Northwich in Cheshire, have sold £2,500,000 in preferred shares at 7 1/2 per cent, cumulative, and will at once proceed with the manufacture of synthetic ammonia by the process developed recently in Germany. The company has obtained control of the ordinary share capital of Synthetic Ammonia & Nitrates, Ltd., formed for the production of various ammonia products and nitric acid from atmospheric nitrogen, with extensive works at Billingham, Stockton-on-Tees, and in addition has secured the license of the British Government under the Peace Treaty, to work the English patents of the Badische Anilin und Soda Fabrik, besides the British Government's inventions worked out by the munitions inventions department during the war.

Complete control has also been obtained of the Castner-Kellner Alkali Company, one of the leading independent concerns in Britain, and the Electro Bleach & By-Products Company, both of which manufacture in Britain caustic soda, chlorine and bleaching powder. Brunner-Mond is also largely interested in Chance & Hunt, England, and have recently obtained control over the Birchenwood Colliery Company and the Buxton Lime Firms Company, the latter having an annual output of 1,000,000 tons of limestone and a large battery of coke ovens to supply coke for burning the limestone in the kilns to provide the carbon dioxide gas.

The company is closely allied with the Solvay Process Company of Syracuse, N. Y., now a constituent part of the Allied Chemical & Dye Corporation, of New York, and with Solvay & Co., of Brussels; and has extensive interests of a worldwide character, including Brunner, Mond, Canada, Brunner, Mond & Co., China; and Brunner, Mond & Co., Japan.

Brunner, Mond & Co.'s largest customer for soda ash, probably, is Lever Bros., soap manufacturers, and in consideration of Brunner, Mond & Co. keeping out of the soap business, it is understood that Lever Bros. have agreed to purchase soda ash from Brunner, Mond & Co. so long as the company exists. The expansion of Lever Bros. to all parts of the world including the United States gives the two great concerns a leading place in the alkali and soap trade.

## SAYS WHOLESALE PRICES WILL GO UP

Professor Irving Fisher, of Yale University, says that the end of the business depression is at hand and a general improvement will be seen within the next few months. Professor Fisher's deductions are based on calculations of the index number showing the purchasing value of the dollar for the past eight weeks.

"Wholesale prices may go a little lower in the next month or two," says Professor Fisher. "After that there will be a gradual rise coincident with the rise in the stock market. Retail prices have not yet come down to match the wholesale drop so that we may see the anomaly of retail prices coming down while wholesale prices are advancing.

"This rise in prices will continue for a year or so, and, taking a long look ahead, there will then be a gradual fall owing to the efforts of Europe to contract currency and draw away our gold. I doubt if we will ever again see the price level as low as it was before the war."

## The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 1231-1232

### CAUSTIC SODA AND SODA ASH HIGHER

**Alkalis Show Strength in Spite of Fairly Large Importations—Barium Chloride Advances as Stocks of Imported Material Decrease—Ammonia Alum Lower**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Barium Chloride, imptd., \$5 ton	Soda Caustic, 10c cwt.
Potassium Bichromate, 1/2c lb.	Sodium Bichromate, 1/4c lb.
Soda Ash, 15c cwt.	Soda Prussiate, Yellow, 1c lb.

#### Declined Alum Ammonia, 1/4c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial.....lb.	\$.11	\$.11	\$.11	\$.17
Sulfuric Acid, 66 deg.....ton	18.00	18.00	18.00	21.00
Bleaching Powder Works...100 lbs.	2.40	2.40	2.40	5.50
Copper Sulfate.....100 lbs.	5.25	5.25	5.25	8.25
Potash, Caustic.....lb.	.05 1/2	.05 1/2	.10 1/2	.38
Saltpeter, gran.....lb.	.09 3/4	.09 3/4	.09 3/4	.13 3/4
Soda Ash, 58 p.c.....100 lbs.	2.25	2.10	1.90	3.35
Caustic Soda, 76 p.c.....100 lbs.	3.85	3.75	3.70	6.50
Potassium Bichromate.....lb.	.12	.11 1/2	.12 1/2	.40
Average .....	3.571	3.541	3.542	5.294

Although trading during the past week has been limited by the holidays over the week end business has been going on in good fashion. Prices are becoming firmer and interest from consumers seems to be growing. The strengthening of the resale markets for alkalis is probably the most hopeful sign in the market. Imported alkalis are being brought in in fairly large lots but in spite of this condition demand has increased to such an extent that prices on the spot are being forced up. Indications point to a steady improvement with the present market as a basis. Whether price movements will show a real tendency to change is hard to say but the majority of the trade looks for minor fluctuations around present levels without pronounced movement in either direction.

Most important of the week's events has been the strengthening of the resale markets on caustic soda and soda ash with higher prices demanded in spite of offers from abroad of large quantities. Sodium bichromate is working into a stronger position with higher prices named, as is potassium bichromate. Imported barium chloride is higher on the spot on diminished stocks. The decline in potash alum last week has been followed by a decline on ammonia alum. Otherwise there has been no tendency to change former price levels.

**Acid, Acetic**—Prices are held steady by makers at the former levels based on \$2.75@3.00 per hundred for 28% acid and \$11.00@11.75 per hundred for glacial. Resale stocks are hard to locate but it is probable that holders of resale acid will shade the makers' prices for firm business.

**Acid, Muriatic**—The muriatic acid situation is very sluggish with consumers contenting themselves with minimum amounts of acid. Makers are holding prices at former levels as it is quite evident that consumers will show no more willingness to buy however much they reduce prices. The present basis is very close to cost of production. Quotations are based on 20-degree acid at \$1.50@1.75 per hundred in carboys in carlots and less.

**Acid, Sulfuric**—Prices remain unchanged at recent levels with demand very light. Quotations on 60-degree acid in tank cars f.o.b. works are around \$11.00@16.00

per ton. The 66-degree strength is quoted at \$18.00@20.00 per ton in tank cars works. Demand for oleum has been very slow with quoted prices based on \$23.00@25.00 per ton for the 20% in tank cars f.o.b. works. Consumers are showing very little interest in any strength oleum.

**Alum**—The drop in potash alum which occurred last week in this market has forced prices on ammonia alum lower. The present price basis is around 3 3/4c@4c per pound for lump ammonia. Heavy stocks of both domestic and imported potash alum have prevented strength in this item in the absence of strong demand. Quotations on potash alum are given as 4c@5c per pound for lump according to the seller.

**Aluminum Sulfate**—Makers are quoting the iron free grade at \$3.00@3.50 per hundred in the face of a very slow demand. Commercial material could be had around \$2.25@2.50 per hundred. A few odd lots in the hands of resellers were offered below these prices but quantities were small and sources more or less uncertain.

**Ammonium Chloride**—Imported gray sal ammoniac is available at 7 1/4c@7 3/4c per pound as against 7 3/4c@8c per pound asked for the domestic makes. White granular is offered at 6 1/2c@7 1/2c per pound by importers while domestic makers are asking around 10c per pound. Lump material in casks is held firm around 17c per pound with proportionately higher figures for smaller lots.

**Ammonium Sulfate**—The market continues very dull with stocks heavy and few buyers. Prices are subject to revision for firm business. The bulk price is around \$2.25 per hundred f.o.b. works.

**Barium Chloride**—Imported white crystals are quoted higher at \$65.00 per ton ex-store. Domestic makers are still withholding offers.

**Bleaching Powder**—The market is very sluggish with resale material offered at \$2.10 per hundred f.o.b. works. Makers are holding their prices around \$2.75 per hundred, works. Few buyers have been noted.

**Carbon Bisulfide**—Resale lots of bisulfide are offered in the market down to 6c per pound in drums as against a producers' price of 8c per pound. Preference has generally been given the producers as resale stocks are limited.

**Carbon Tetrachloride**—Producers are offering spot material around 11 1/4c per pound in drums with small lots quoted up to 12c per pound. Resale lots are held in one direction at prices down to 10 1/2c per pound.

**Potash, Caustic**—Prices remain without quotable change at former levels. Demand has been slow. Resale caustic of American manufacture is offered around 5 1/2c@6c per pound. German caustic is held around 6 1/2c@7c per pound on the spot.

**Potassium Bichromate**—It is doubtful if stocks of bichromate can be located at prices below 12c@12 1/2c per pound. Quite a show of strength has been noted in this item during the past week with a few orders from consumers.

**Potassium Carbonate**—Prices are still very uncertain with supplies heavy. It is possible to shade any quoted figures on either the 80-85% or the 96-98% material on the spot. Quotations on the former are around 6c per pound and on the latter around 9c per pound. Hydrated 80-85% carbonate is not in such heavy supply and can

not be had at as low figures although the 9c per pound quoted can be shaded for firm business.

**Soda Ash**—The soda ash market has shown a decided turn for the better during the week. Present prices in the resale spot market are around \$2.25@2.55 per hundred for light ash in bags and barrels. These prices are ex-store. English ash is offered at \$1.90 per hundred for arrival. Rumors from France of shipments of French ash afloat at prices given as \$1.75 per hundred c.i.f. could not be confirmed on this side.

**Soda, Caustic**—Prices in resale hands are higher at \$3.85 per hundred for spot caustic. This price is asked for standard brands and it is possible that off standard material can be had at slightly lower figures. In any case the market shows decided signs of improvement with supplies tightening up in all directions.

**Sodium Bichromate**—The market has shown some signs of activity and prices are higher with 8½c per pound about the best possible in the market now. Speculative interests have taken stocks to some extent.

**Sodium Nitrite**—The announcement of the passage of the emergency tariff measure has so far had no pronounced effect on the spot market. Prices are around 7¼c@8c per pound although some factors are quoting as high as 10c per pound. The prospect of the inclusion of a 2c duty on nitrite in the permanent tariff will unquestionably have a greater effect than the present measure.

**Soda Prussiate**—Yellow prussiate of soda is stronger with few if any lots to be had below 12½c@14c per pound.

#### PHOSPHATE EXPORT ASSOCIATION FORMED

Washington, D. C., June 1.—Papers have been filed with the Federal Trade Commission under the Webb-Pomerene law by the Phosphate Export Association. The papers filed with the commission give the following members: International Agricultural Corporation; Coronet Phosphate Company, The Phosphate Mining Co. and the Southern Phosphate Corporation, of New York City; the Florida Hard Rock Phosphate Export Association, composed of J. Buttgenbach & Co., of Dunnellon, Fla., C. & J. Camp of Ocala, Fla., The Gummer Lumber Co. of Jacksonville, Fla., The Dunnellon Phosphate Co. of Savannah, Ga., and the Mutual Mining Co. of Savannah. The main office of the new association will be located in New York City with branches in Savannah and London.

#### W. R. GRACE & CO. SUE FOR LOST FERTILIZER

Norfolk, Va., June 1.—W. R. Grace & Co., of New York, have brought suit here against the Caraleigh Phosphate & Fertilizer Works, a North Carolina corporation, and the Farmers' Guano Company, also a North Carolina corporation.

The petitioner states that on or about July 22, 1916, the petitioner held title to certain nitrate on the steamer Curaca, then at Lambert's Point, in Norfolk harbor, and being discharged into railroad cars by one W. B. Tredwell, the shipment amounting to 49,770 pounds.

The petition charges that the nitrate was "feloniously stolen by said Tredwell and wrongfully delivered to the Farmers' Guano Company"; that it was never paid for, and that the plaintiff only recently acquired knowledge of the transaction. Damages are claimed in the sum of \$1,517.99 and an attachment is asked on the property of the Caraleigh Phosphate & Fertilizer Company and any moneys, credits or fertilizers in the custody of the Farmers' Guano Company.

The petition is returnable June 10.

#### RUSSIAN POTASH STORED IN NEWARK

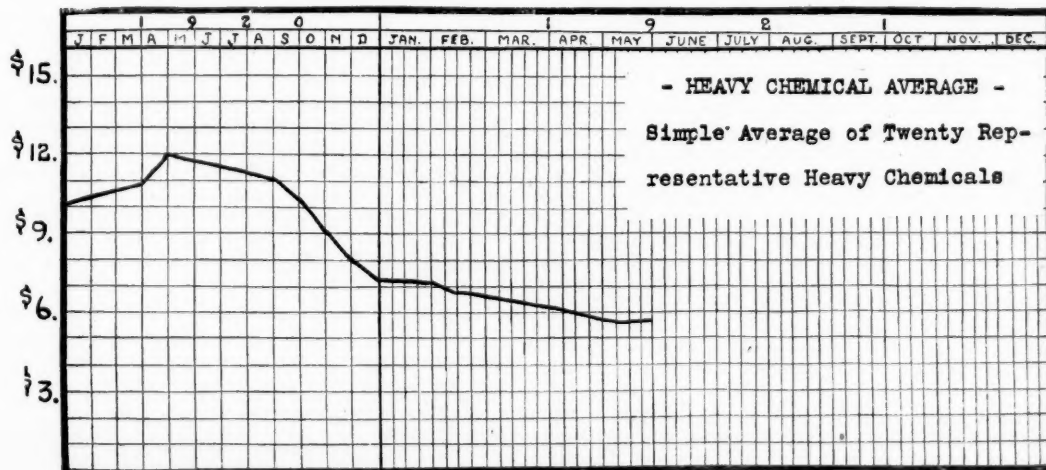
Before the Denikine government lost control of South Russia a shipment of 616 cases of Russian potash was sent to Newark. Peter A. Morosoff, of 32 Court street, Brooklyn, was the selling agent for the Denikine government. With the proceeds he was to purchase farm implements and ship them to Russia.

Just about the time the potash reached this country General Denikine fell from power and the potash was put in a storage warehouse in Newark.

In the meantime the Newark assessors assessed the potash at a valuation of \$860,000, which is about 35 cents a pound. The taxes were assessed against the Independent Agricultural Corporation, of 512 Fifth ave., New York, selling agent for Mr. Morosoff.

Mr. Morosoff appeared before the Essex County Tax Board in Newark last week, and asked that the taxes be cancelled on the ground that the property was under unbroken importers' seals and therefore was still the property of the shipper and untaxable. The case was laid over.

An English steamboat with a cargo of 6,000 tons of nitrate for the Agricultural Syndicate in Poland has cast anchor in the port of Danzig. A further cargo of 12,000 tons is expected shortly.





## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 1226-1227

### EMERGENCY TARIFF TO STEADY PRICES

Greater Stability In Items Affected, Looked For in Trade—Oxalic Acid Lower—Caffeine Weak—Supply of Jap Camphor Limited—Few Price Changes

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

No Advances Recorded

Declined

Acid Oxalic, 1/2 lb.	Hyoscine Hydrobrom., \$5 oz.
*Amidopyrine, 50c lb.	Menthol, Cases, 5c lb.
*Formaldehyde, 1/2 lb.	*Rochelle Salt, 1c lb.
Hydrastine Alk., \$2 oz.	*Second Hands

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid .....	\$.30	\$.30	\$.27	\$.60
Acid Citric, resellers .....	.43	.43	.47	1.15
Calomel, American .....	.93	.93	.93	1.58
Camphor, Jap., ref. ....	.67	.67	.66	2.35
Caffeine Alkaloid .....	6.00	6.00	6.25	7.50
Iodine, Resublimed .....	3.75	3.75	3.75	4.10
Menthol .....	3.75	3.80	3.80	13.00
Morphine Sulfate .....	5.20	5.20	5.20	8.80
Potassium Bromide, Cryst. ....	.24	.24	.29	.90
Quinine Sulfate, Java. ....	.66	.65	.67	.85
Sodium Salicylate .....	.30	.30	.30	.69
Strychnine Sulfate .....	1.55	1.55	1.55	1.55
Average .....	2.01	2.01	2.04	3.49

Bulk medicinal chemicals of American make in second hands have, to a great extent, been cleaned off this market during the past year. Large stocks of Government excess goods, however, have yet to be absorbed, but most of this material is in small and, in some instances, unusual size packages which it is doubted will find a ready market as such. Manufacturers may meet competition from these Government goods but it is not likely to be as keen as that experienced from standard packed resale stocks of their own make, which they have run up against during the last year or more. Another factor, far more significant than the temporary effect of the Government surplus stocks, is the import situation, foreign medicinals having played a prominent part so far in driving many prices down. The situation is a three cornered affair, with Government excess stocks, imported goods, and American manufacturers' products playing the leading roles. The latter two will fight it out here and, whether or not the tariff is adequate, will be the deciding factor.

Actual price changes have been few. Manufacturers have made no revisions worth noting. The final passage of the Emergency Tariff Bill is expected to stabilize prices for products directly affected. Citric acid continues easy. Formaldehyde is slightly lower in resale hands. Resellers of potassium iodide are firmer in their views. Imported Rochelle salt is slightly easier. Caffeine is in small demand and weak. Supplies of Japanese refined camphor on spot are limited. American makers have reduced oxalic acid. Thymol is still weak. Quinine is in fair jobbing demand. New offers of mercury from the West are on spot. Potassium guaiaccol sulfonate is lower. Menthol shows a tendency to slide off.

**Acid Citric**—The situation is quiet, although in some quarters a slight improvement in demand is noted. Movement of large lots is limited. Resellers are getting practically all the business at 43c@45c a pound duty paid for imported goods as to quantity and seller. American

makers are quoting 47c@47 1/2c a pound unchanged. Imports during the past two weeks or so have been small. Spot stocks, however, are reported to be heavy.

**Acid Oxalic**—American makers have dropped their prices to 16c a pound for spot goods with the entry of a new factor. Sellers are meeting this figure in keen competition. Offers of Dutch and German at 16 1/2c and 17c respectively, are heard.

**Acid Tartaric**—Dull and weak at 28c@30c a pound for crystals as to seller and quantity. Powdered at 30c@32c. American makers at 39c unchanged.

**Amidopyrine**—New lots of imported goods are offered cheaper on the spot. Held at \$5.00 a pound ranging up to \$5.50 as to maker and seller.

**Caffeine**—Easy and in limited demand at the recent reduction. American makers are quoting from \$6.00 a pound up to \$6.75 for alkaloid as to brand. Resale ranging down to \$5.75, according to reports. Threats of foreign invasion will undoubtedly come to naught owing to the tariff. Foreign manufacturers are said to be ready to cut prices to get the American business.

**Camphor**—A temporary scarcity of imported slabs on spot holds prices firm. Some sellers are demanding 70c up to 74c a pound but 67c and 68c holders are still taking business at these levels. Demand is reported good. Chinese refined gum is available in good quantities at 64c@65c on spot. American refiners adhere to 80c a pound for bulk gum in barrels with tablets ranging up to 89c. Imported tablets at 83c@85c.

**Cod Liver Oil**—Although reports from Norway indicate a tendency of the market there to rise, spot conditions are still quite slow. Prices as a whole may be somewhat firmer here, but the slowness with which cheap distress lots are moving indicates lack of real consumer interest. For standard brands, Norwegian oil, \$16.00@20.00 a barrel represents the market but a firm order might find goods for less than this. Newfoundland oil is a nominal factor at \$20.00.

**Epsom Salt**—U.S.P. Epsom salt is still selling freely here at \$2.50 a hundred pounds although \$2.75 is being asked in some quarters for jobbing lots. Technical at \$1.10 for imported goods.

**Emetine**—Emetine hydrochloride recently quoted in the price list at \$27.50 an ounce was an error which should read \$17.50 an ounce.

**Formaldehyde**—Resale goods at 14c a pound in barrels on the spot. Easier with demand confined principally to small lots. Manufacturers quote 15c.

**Glycerin**—Quiet and unchanged at 16 1/2c@17c a pound for drums. Cans run from 18c@19 1/2c as to seller. Dynamite glycerin at 15c. Crudes from 10c up to 11 1/2c.

**Hyoscine**—Scopolamine hydrobromide is again cheaper and is now quoted by makers and importers at \$19.00 @ \$20.00 an ounce.

**Iodides**—Potassium iodide in outside hands firmer. Generally held at \$2.60 but some lots still obtainable at \$2.50 in small quantity. Resale resublimed iodine, standard brand, at \$3.60 a pound.

**Menthol**—Quiet and tending to slide off gradually in some quarters. For spot cases, \$3.75 a pound is named while for less up to \$4.00 is the spot figure. Japan continues firm for shipment. Big buyers here are not interested, judging from appearances.

**Mercury**—Firm at \$47.50 a flask on spot. Recent shipments from the West may soften the situation somewhat.

**Potassium Bromide**—Granular at 16c@17c and crystals at 18c for imported. Sodium at 21c. American makers 24c for potash and 25c for sodium. Easy and quiet.

**Potassium Guaiacol Sulfonate**—The price has been cut sharply in some quarters to \$2.75 a pound ranging up to \$3.50.

**Quinine**—Demand in a jobbing way continues fairly good. Large lots however, do not seem to be in demand although one of the American makers recently filled a big order for a leading American consumer. Jap sulfate is obtainable at 65c@67c an ounce. Java at 66c@68c on spot in 100 ounce tins. American manufacturers adhere to 70c basis 100s sulfate.

**Rochelle Salt**—Prime white U.S.P. material in barrels offered at 24c a pound. In boxes at 25c. American makers still quote 27c a pound.

**Saccharin**—Easy and in limited demand. Resale standard goods range from \$2.00@\$2.15 a pound as to brand. Manufacturers at \$2.25@\$2.40 a pound.

**Salicin**—Weak and in small demand at \$4.25 a pound here. Competition is keen.

**Santonin**—Still scarce with prices firm at \$120.00@\$122.00 a pound as to quantity.

**Thymol**—In large supply and easy at \$6.25 a pound for spot goods. Demand from consumers is reported at a standstill.

German papers report that the Government proposes to increase very considerably the tax on alcohol. It is stated that the new tax to be imposed will represent a net income amounting to 4,000 marks on every 100 litres of alcohol, and assuming that a taxable quantity of 40,000,000 litres of alcohol will in future be used in Germany this would represent a revenue of 1,600,000,000 marks. The new tax on alcohol would consequently be about forty times higher than the pre-war levy.

The Customs Division of the Treasury Department has sent announcements to collectors through the country allowing the exportation of narcotics from the United States to Greece and Uruguay, providing the necessary laws are complied with.

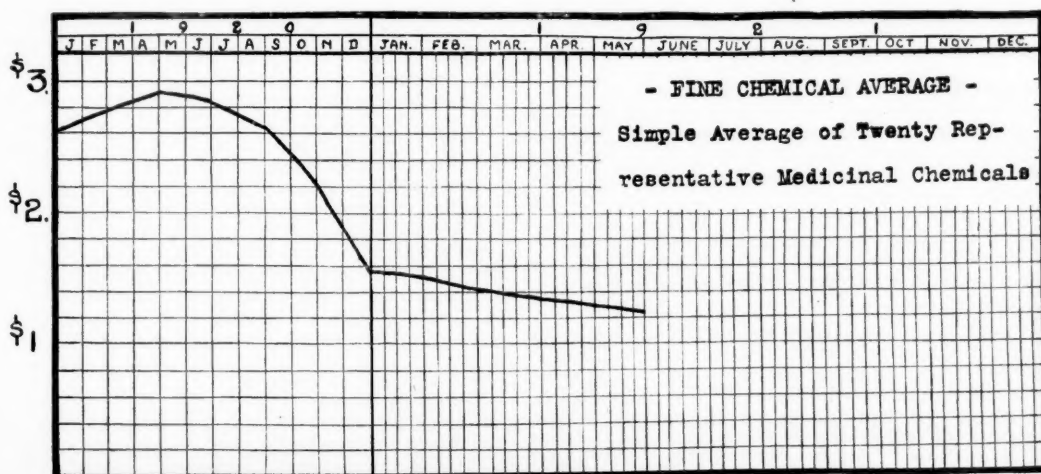
## CHEMICAL EXPOSITION PLANS

Managers of the Exposition of Chemical Industries announce that 400 exhibits will be shown this year at the Eighth Coast Artillery Armory, Jerome avenue and Kingsbridge Road when the exposition opens on Sept. 12.

Great Britain has decided to send a representative delegation to study American chemical development, and Canada, which has always co-operated with the chemists of the States in their expositions will also send representatives. The Exposition will follow meetings of the American Chemical Society and the Society of Chemical Industry.

Dr. Charles H. Herty, editor of the "Journal of Industrial and Engineering Chemistry," is chairman of the advisory committee in charge of the 1921 exposition. Others on the board are Raymond F. Bacon, director, Mellon Institute; L. H. Baekeland, Henry B. Faber, consulting chemist; John E. Teeple, president of the Chemists Club; Bernhard C. Hesse, General Chemical Co.; Acheson Smith, president of the American Electrochemical Society; A. D. Little, president of Arthur D. Little, Inc.; William F. Nichols, chairman of the board, General Chemical Co.; H. C. Parmelee, editor of "Chemical and Metallurgical Engineering"; Fred W. Payne, co-manager of the exposition; R. P. Perry, vice-president of The Barrett Co.; Charles F. Roth, co-manager of the exposition; Edgar F. Smith, president, American Chemical Society; T. B. Wagner, vice-president, U. S. Food Products Corporation; David Wesson, president of the American Institute of Chemical Engineers, and M. C. Whitaker, president of the United States Industrial Chemical Company. The headquarters of the exposition are now located at 342 Madison Avenue, New York.

It is reported that a body of strontium sulfate and strontium carbonate, which is celestite and strontinite, has been found on tidewater 200 miles north of Vancouver, B. C. It is said to be 50 acres in extent. The Canadian geological offices know of no deposits in the Dominion excepting this one and another near Princeton, B. C. It is understood that the United States Department of Mines is deeply interested in watching the Canadian experiments with strontium in the refining of beet sugar. It is also believed that it may be found suitable to use in white lead in place of barium.





## The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 1233-1234

### SPECULATORS ADVANCE BETA-NAPHTHOL

Producers Hold Firm to Their Price, Awaiting Disposal of Resale Stocks Before Soliciting New Business—Aniline Oil and Para-Nitroaniline Continue Weak—Benzene Still Scarce

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

	Trend of the Market			
	Advanced b-Naphthol, 3c lb.	Declined No Declines	Today	Last Week
Benzene, C. P.	gal.	\$ .27	\$ .27	\$ .27
Naphthalene, flake	lb.	.08	.08	.08
Phenol	lb.	.09	.09	.10
Xylene, 10 degrees	gal.	.45	.45	.45
Toluene, pure	gal.	.28	.28	.28
Aniline Oil	lb.	.30	.30	.30
Benzaldehyde	lb.	.43	.45	.45
Betanaphthol, dist.	lb.	.37	.34	.34
Paranitroaniline	lb.	.80	.80	.85
o-Toluidine	lb.	.25	.25	.25
Average		0.322	0.319	0.324
			0.524	

The speculative boom in beta-naphthol has been the feature of the intermediate market during the week. Otherwise trading has been spotty along more or less routine lines. Orders for small lots of various materials have come into the market from consumers but the total has been spread over so wide a range as to have had little effect on prices. In some quarters reports indicate very fair buying, while in others no business of consequence is being done. Stocks of beta-naphthol have passed into fairly firm hands, but it is still questionable if they will be able to hold out until consuming interest returns. Other items have remained virtually unchanged in their former weak positions.

The price of beta-naphthol has been pushed up throughout the resale markets but producers are still holding their price firm until spot stocks can be moved into consuming channels. Aniline oil and para-nitroaniline remain weak but without quotable change. Benzene continues scarce although there are fewer inquiries in the market than a few weeks ago as consumers have covered their requirements. Naphthalene shows no signs of life.

#### Coal Tar Crudes

**Benzene**—Spot and nearby stocks remain uncertain. Such lots as were loose have been pretty well taken up by consumers and inquiry has subsided to a great extent. Occasional lots are offered by producers at their recently quoted figures of 27c@33c per gallon for pure in tank cars and drums. The impure grade is moving fairly well to the motor fuel trade at prices based on gasoline tank wagon prices generally quoted around 21c@25c per gallon. The 90% grade is held by producers at the former level of 25c@31c per gallon in tank cars and drums.

**Naphthalene**—The naphthalene market is dead with all quoted prices subject to more or less shading for firm business. The resale market is quoted around 8c per pound but it is understood that bids as low as 7c per pound would receive consideration. The makers' market is held steady in spite of lack of demand at 8½c@9½c per pound for flake and 9½c@10½c per pound for balls.

**Phenol**—Inquiry has been very slow and prices generally are weak with resellers offering government material around 9c per pound still. Government agents are holding their price at 12c per pound for quantity lots.

**Toluene**—Prices are holding fairly well in spite of the lack of consuming demand. Refiners are turning most of their toluene into motor fuel to prevent an oversupply. Quotations are given as 28c@34c per gallon in tank cars and less.

#### Intermediates

**Acid, Anthranilic**—Prices are held steady with very little demand from consumers. Sublimed acid is quoted at \$1.60@1.80 per pound and the technical at \$1.40@1.60 per pound according to quantity.

**Acid, Gamma**—Demand continues slow with prices fairly steady at former levels. Quotations from makers are around \$3.25@3.50 per pound.

**Acid, Naphthionic**—Quotations are maintained at former levels on limited inquiry. Crude acid is held around 70c@80c per pound and refined at 90c@\$1.00 per pound according to quantity. Firm business can probably be done at slight reductions below these figures.

**Acid, Picramic**—Lack of activity continues to characterize this market with prices held steady around 85c@90c per pound.

**Acid, Picric**—Occasional orders come into the market and are filled at 30c@45c per pound according to quantity. Smaller lots are quoted up to \$1.00 per pound.

**Acid, Sulfanilic**—Prices are held around 30c@32c per pound in spite of the weakness of aniline. No stocks of any magnitude could be located so that producers are able to maintain the price level in spite of lack of consuming interest.

**Acetanilide**—Technical acetanilide is offered in the market at 22c@23c per pound. Demand has been slow but in the absence of heavy stocks this figure has been well maintained in spite of the weakness of the U.S.P. grade.

**Aniline Oil**—Prices are unchanged from the former weak basis. Odd lots are to be had from resellers around 18c per pound. Others are asking 19c per pound drums extra. Makers quoted figures range from 19c per pound up to 27c per pound according to brand but it is probable that better agreement would be reached between makers on competitive bids for actual business. Few inquiries have been noted.

**Benzidine**—Makers are still selling out of accumulated stocks. Few inquiries have been noted. Prices are held around \$1.05@\$1.10 per pound for base and 75c@80c per pound for sulfate on a 100% basis.

**Beta-naphthol**—Speculative interests have taken over practically all the beta in weak hands in the spot market and are holding for 37c per pound. Whether they will be able to hold on until consuming demand picks up is questioned in some quarters. Occasional bona fide inquiries came in during the flurry but there were very few of them. Makers are holding their stocks which are said to be heavy at 40c per pound and up according to quantity. They expect to hold at this level until the resale market is cleaned out.

**Dimethylaniline**—Prices are still more or less uncertain in the absence of demand. Odd lots are to be had at 40c per pound with stocks in resale hands plentiful around 42c per pound. Makers are quoting up to 60c per pound for quantity.

**Para-nitroaniline**—Makers are quoting prices around 80c@90c per pound according to brand and quantity. Demand has been light with a few inquiries from consumers. Stocks in the resale market are very light and are held at the makers' level.

### PROSPEROUS YEAR IN SWISS DYES

Basle, Switzerland, May 14.—The Swiss chemical and dye industry reports heavy exports during 1920. Considerable money was spent in adapting works to the manufacture of intermediate products which, heretofore, they have not turned out. The high rate of exchange of Swiss currency rendered exports to certain countries rather difficult, whilst to others they became impossible. Still, in spite of all this, the situation continued satisfactory until the crisis in the textile industry, which became general in the autumn, grew acuter, and did not fail to effect the dye industry unfavorably.

Japan and the United States of America were the two countries in which the drop was most acutely noted; towards the end of the year the stagnation became general.

Labor conditions were fairly satisfactory, and no strikes for higher wages occurred. As a matter of fact, twice during the year factories increased their scale of wages, but when an attempt was made in November to secure still higher rates of pay a firm standpoint was adopted and the prospective strike fizzled out.

### TEXTILE COLOR CARD'S FIELD

The Textile Color Card Association of the United States, Inc., under the direction of Mrs. M. G. Rorke, its manager, during last month added 121 members to its roster. These new members cover 15 States of the union, which netted 110 new names; Canada, which supplied 5; Australia, 1; England, 2; Japan, 1, and Switzerland, 2. The industries represented by the new names comprise woolens, shoes, millinery, dyers and cleaners, cotton, felt, silk, thread, paint, veilings, chemicals and dyestuffs, flowers and feathers, ribbons, braids and trimmings, paper, hosiery, and two retail department stores.

At the organization meeting of the Board of Directors of Allied Chemical & Dye Corporation held May 31, the retiring officers were reappointed. The directors declared a dividend of 1¾% on the preferred stock, payable July 1, to stockholders of record June 15.

### PRICES OF BRITISH COAL TAR PRODUCTS

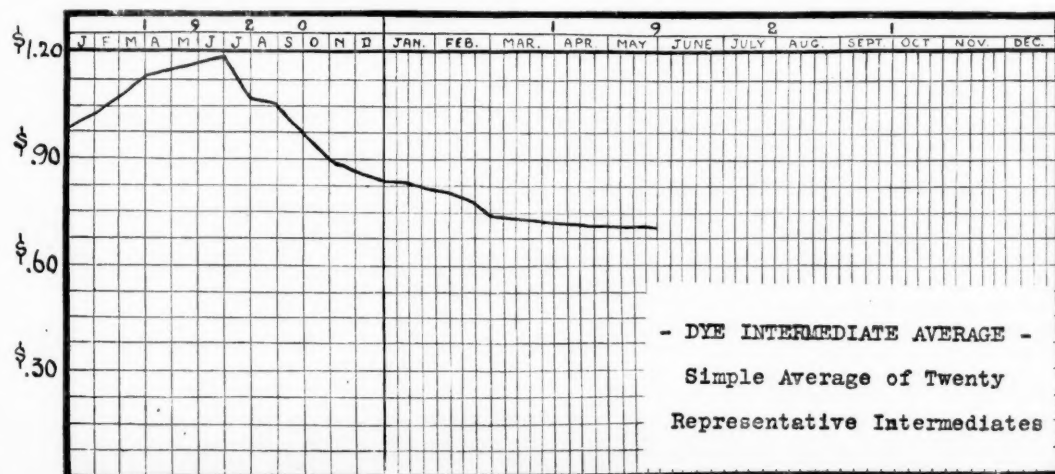
London, May 21.—The market continues quiet and with the exception of naphthalene which is quoted much cheaper there is no change to record in values. Aniline oil 1s 4d per lb., drums extra; values continue unchanged on a quiet market. Aniline salt, 1s 4d per lb., casks free; the market is still quiet with values unchanged. Beta naphthol 1s 9d per lb., casks free; no change to record; market still quiet. Paranitriline, 6s per lb., casks free; values are maintained with difficulty on a quiet market. "H" acid, 7s per lb., casks free; no change to record; values weak; market quiet.

Resorcin, 9s to 9s 3d per lb; values are showing up a little easier this week with the market still quiet and weak. Benzene, pure, 2s 6d; 90%, 2s 5d per gallon, in drums; values are quoted unchanged with the market quiet. Toluene, pure 2s 8d; commercial, 2s 6d per gallon in drums; the market continues very quiet and quotations are unchanged.

Creosote oil, 7½d per gallon, drums extra; the market is still rather quiet but values are well maintained. Carboic acid, crystals, 7½d per lb; in drums with over-casks; values are unchanged but rather inclined to be weak on a quiet market. Cresylic acid, crude 1s 10d; dark 95%, 2s 3d; pale straw, 97-99%, 2s 4d per gallon; drums extra; values in all qualities continue to be quoted unchanged with the market still quiet. Naphthalene, crude, £6 to £9; flakes £24; crystals £23; powder, £32; balls £28; candles £40; tablets £40 per ton; bags and casks free; tablets and candles are quoted unchanged—other qualities are showing up much easier; the market continues unusually quiet.

C. F. Abbott of the American Dyes Institute spoke in Dayton, O., last week, at the weekly luncheon of the Chamber of Commerce. "The last great war began," he said, "as a 100 per cent explosive war and finished as a 55 per cent chemical war. Fifty-five per cent of the shells of the last fighting were loaded with poison gases. Now all of these poison gases are either coal tar products or organic products, directly or indirectly derived from coal tar. Germans have made every ounce with the exception of one small product, of their poison gases in the dye factories without changing the works in any way."

E. I. du Pont de Nemours & Co. have declared a quarterly dividend of 2 per cent payable June 15 on stock of record June 4; and a quarterly dividend of 1½ per cent on the preferred payable July 25 on stock of record July 9.



## The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Page 1236; Naval Stores, Page 1237

### CHINA WOOD OIL ADVANCES SHARPLY

**Linseed Oil Continues Strong In Spite of Lower Prices in the Seed Market—Crude Cottonseed Oil at Mills and Denatured Olive Oil Higher—Prices In General Much Firmer**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
China Wood, Spot, 3c lb.	Linseed, 2c gal.
Cottonseed, 3/4c lb.	Menhaden, crd., 2c gal.
Declined	
Menhaden, refd., 2c gal.	Turpentine, 1c gal.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.46	\$.46	\$.50	\$1.27
Degras, American, bbls.	.05	.05	.05	.07
Lard, No. 1	.65	.70	.70	1.40
Menhaden, crd. bbls.	.30	.28	.28	.85
Neatsfoot, 20 deg. ct. gal.	1.00	1.00	1.00	2.25
Red Oil, distilled	.063/4	.063/4	.063/4	.16
Stearic Acid, T. P.	.103/4	.113/4	.113/4	.20
Coconut, Ceylon, Dom., bbls.	.105/4	.10	.10	.183/4
Cottonseed, crude tanks*	.053/4	.05	.05	.16
Linseed, Carlots, bbls.	.75	.73	.60	1.72
Olive, denatured	1.45	1.40	1.40	2.85
Peanut, refined	.10	.10	.103/4	.24
Soya Bean, bbls.	.073/4	.073/4	.07	.17
Average	0.397	0.390	0.390	0.882

Activity in the oil market has been on the increase in recent weeks and in spite of the holidays during the past week quite a fair volume of business has been done throughout the trade. Such business as has passed has been of the direct to consumer type and has tended to reduce supplies in the hands of tired holders. As a result the market is becoming much firmer with much less tendency noted to shade prices. Some factors are convinced that prices have passed the low point and quite a number of speculative buyers are coming in. The situation looks very promising for the time being and it is not improbable that the present improvement is a permanent one.

Prices have shown a rising tendency. Linseed oil has continued strong although the seed markets have declined somewhat and demand has not been up to expectations. China wood oil has stiffened rapidly on the spot as spot stocks have been taken up. Prices have advanced sharply. Crude cottonseed at mills and denatured olive oils are higher. Otherwise the vegetable oils are holding their own prices much firmer.

Animal oils are unchanged at former levels and prices are showing a somewhat firmer tendency although firm business can still be done at slight concessions.

Fish oils are in fair demand. The holders of crude menhaden have advanced their ideas of price while tired holders of the refined grades have forced concessions. Cod oil is steady at the former level.

Naval stores have been sluggish during the week. Turpentine is fractionally lower on the spot although primary markets are firm. Rosin is unchanged.

**Linseed Oil**—Prices on linseed oil are firm and slightly higher than last week. The lowest price heard from crushers was 75c per gallon in carlots of barrels. Others quote up to 77c per gallon on this basis. Demand has been fair. English oil is firmer in the spot market in barrels with quotations around 58c per gallon. Spot linseed oil in London is held at 31s 9d per quintal. The

Antwerp market has fluctuated to some extent during the week and closed with a net gain at 154 francs per 100 kilos.

Buenos Aires flaxseed has remained around former values with a slight stiffening toward the end of the week to \$1.33 per bushel. The domestic markets were lower. Duluth seed was quoted at \$1.83@\$.191 per bushel according to position and Winnipeg quotations were around \$1.72 1/2 @ \$1.79 per bushel at the close.

**Castor Oil**—Prices are unchanged with demand routine. No. 1 oil is offered at 9c@10c per pound in barrels according to seller and No. 3 oil can be had at 8 1/2 c@9c per pound.

**China Wood Oil**—Spot wood oil has been pretty well absorbed and in some cases moved as high as 15c per pound. The spot position is practically nominal in the absence of stocks. Demand has been very active and prices from the Orient have shown decided strength. The spot market is quoted at 14 3/4 c@15c per pound. Offers from the Orient for direct shipment to New York are around 11 1/2 c per pound in barrels. The Coast market is firmer at 10 3/4 c@11c per pound. Consumers are taking on supplies and the prospect is for a firm market, although spot prices may settle somewhat below the present level.

**Coconut Oil**—Prices on all grades of coconut oil are firm. Consuming demand continues in fair proportions and there are no weak lots offered in the market. Ceylon oil in barrels is quoted at 10 1/2 c@10 3/4 c per pound. Cochin oil is held at 11c@11 1/2 c per pound in barrels. Coast Manila oil is quoted at 8 1/2 c@8 3/4 c per pound in sellers' tanks.

**Cottonseed Oil**—Crude oil f.o.b. mills in buyers tanks is somewhat firmer and quotations are given as 5 1/4 c@5 1/2 c per pound according to location. Buyers are showing some interest. The Exchange market on prime summer yellow has been rather slow on account of the holidays but in spite of this apparent lack of interest prices have been forced up 1/4 c per pound. The range now quoted (June-January) is given as 7 1/4 c@8c per pound according to position.

**Olive Oil**—Denatured olive oil is slightly firmer on the prospect of an early signature of the tariff bill by the president. Spot quotations are given as \$1.45@\$.1.55 per gallon. Foots are unchanged at 10c@10 1/2 c per pound for spot and 8c@8 1/2 c per pound for shipment.

**Palm Oil**—Lagos palm oil prices have remained around 7 1/2 c@7 3/4 c per pound. Niger oil is quoted at 6 1/4 c@6 1/2 c per pound. Buyers have shown little interest.

**Peanut Oil**—Few offers are heard from the Coast where stocks are said to be very low. Southern crude in buyers' tanks f.o.b. mills is held at former prices of 5 3/4 c@6c per pound. Crude oil in barrels on the spot is held steady at 8c@8 1/2 c per pound.

**Rapeseed Oil**—Refined rapeseed oil is steady around 90c@95c per gallon. Offers of blown oil have been heard at slightly below the quoted prices of \$1.00@\$.1.05 per gallon but it is believed that the oil is off grade.

**Soya Bean Oil**—The market is very steady. Buyers have shown some interest. Coast oil in sellers' tanks is held at 5 1/2 c@5 3/4 c per pound. The spot market is steady at 7 3/4 c@8 1/4 c per pound in barrels. Stocks on the Coast

are being more firmly held as consumers take up supplies.

#### Fish Oils

**Cod Oil**—Prices are steady at 46c@48c per gallon for Newfoundland cod oil. The cod liver oil market remains in an uncertain position with prices very sloppy.

**Menhaden Oil**—Crude menhaden oil has been advanced by holders to a minimum of 30c per gallon in barrels at works. From this figure prices range up to 33c per gallon in smaller lots and holders are very firm at this level. Refiners are working off their surplus stocks of refined oil and are quoting slightly lower on a basis of 43c@45c per gallon for light strained. Other refined grades are quoted at proportionate prices. The situation is peculiar and refiners expect to advance their prices as soon as their present stocks can be worked off.

#### Naval Stores

**Rosin**—Prices have remained unchanged on rosins with WW and WG still very scarce on the spot. Demand has been routine.

**Turpentine**—Spot spirits is lower at 66c per gallon. The London market has slumped during the week and quotations there are down to 90 shillings per quintal. The Savannah market has held steady at the former quoted value of 57½c@58c per pound.

R. H. Lersner, former president of the New York Paint Club, has purchased the minority interest in the Chilton Paint Company of College Point, L. I. Mr. Lersner will be associated with his brother W. H. Lersner in the company which has hitherto been owned and operated by him alone.

W. F. Robinson is the new manager of the railroad sales department of the Tropical Paint & Oil Co., of Cleveland. Mr. Robinson was for many years connected with James B. Sipe & Co.

A. D. Dwelle, president of the Dwelle-Kaiser Company of Buffalo, dealers in paints, oils and glass, has just returned from an extended European trip.

President Evans of the National Paint, Oil and Varnish Association will be the guest of the Pittsburgh Paint Club on June 9.

Nigerian soap imports during the nine months ended September, 1920, amounted to 60,826 cwts, showing a continued increase.

#### GERMANY'S SOAP AND GLYCERIN TRADE

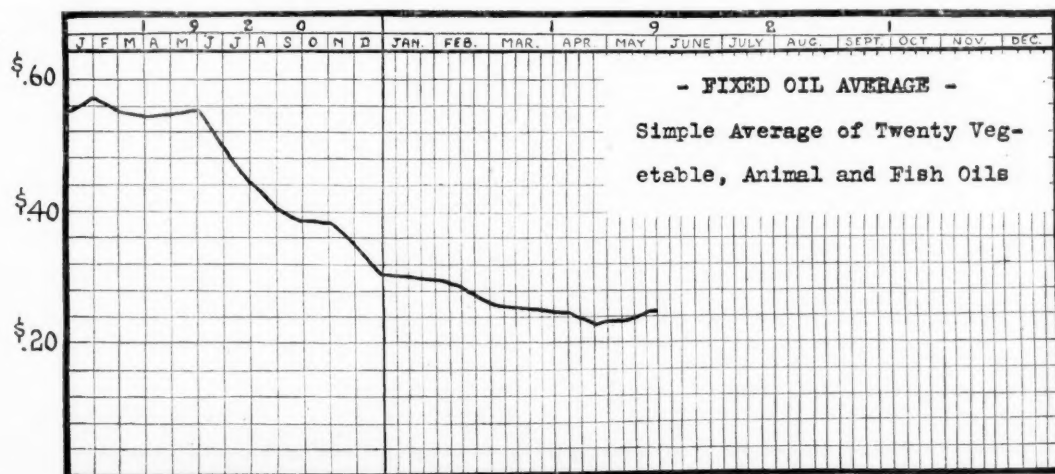
Following the removal of government control of oils and fats, the sale of these products in Germany during the year 1920 was, according to information furnished by the German Ministry of Economics, greatly increased, but the oil mills were not able to reap the benefits of this revival in business due to a lack of raw materials, as a result of which they were only able to operate thirty to thirty-two per cent of normal. The refineries, however, were able to work well up to capacity especially during the last four months of the year, when their facilities for production could be fully utilized.

The soap industry suffered severely during the first half of the year from lack of soda and calcium oxyde (Actzkalkien). The shortage of coal was also keenly felt. As a result it was impossible for the manufacturers to supply the domestic demand. Toward the middle of the year more adequate supplies of raw materials became available and the production of standardized products was increased.

The increased price of soap made necessary by the costly raw materials had the effect of slackening up the demand. The market livened up again toward the middle of August when the prices for delivery f.o.b. plant were reduced. On November 1, the manufacture of standardized products was discontinued and the members of the Seifen-Herstellungs-und Betriebsgesellschaft (Association of Soap Manufacturers) including those plants which had been closed during the government's control of this industry, were accorded the opportunity of manufacturing various classes of soap products within certain established limits. The determination of these limits was placed in the hands of the control board of the association and was based upon the minimum content of fatty acid.

The importation of raw materials for the soap industry is not yet up to the necessary quota. There are no restrictions on the domestic supplies of raw materials. In the glycerin industry the factories have been working well below capacity due to the limited demand for this product.

The recent election of the Glidden Company of Cleveland, resulted in the selection of Adrian D. Joyce as president, O. A. Hasse, Otto Miller and R. W. Levenhagen as vice presidents, and R. H. Horsburgh as secretary and treasurer.





## The Crude Drug Market

Current Spot Quotations of Crude Drugs Pages 1238-1239

### SHARP ADVANCE IN ERGOT AND HENNA

Reduced Supplies Of Some Items Stiffen Prices—General Tendency Still Downward With Shading In Order—Aletris Lower—Jalap Weak—Celery Seed Up

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

##### Advanced

Ergot, 25c lb. Saffron, Span., 25c lb.  
Nux Vomica, Powd., 1c lb. Celery Seed, 2c lb.  
Henna Lvs., 5c lb. Pepper, Black Sing., ¼c lb.

##### Declined

Cramp Bark, So-call., 2c lb. Hellebore Rt., Black, 15c lb.  
Uva Ursi, ½c lb. Jalap Root, 2c lb.  
Aletris Root, 10c lb. Licorice Root, Sel., 2c lb.  
Culvers Root, 3c lb. Mustard Seed, Cal. Brn., ½c lb.  
Capsicum, Bomb., 1c lb. Dragon's Blood Reeds, 10c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	.25	.25	.25	.70
Buchu Leaves, Short	1.05	1.05	1.15	3.50
Cantharides, Russian	2.00	2.00	2.25	3.50
Cocculus Indicus	.14	.14	.15	.25
Ergot, Spanish	1.25	1.00	.90	5.00
Insect Powder, pure	.36	.36	.38	1.00
Ipecac, Cartagena, powd.	2.50	2.50	2.75	3.40
Nux Vomica	.14	.14	.13	.13
Opium, gum	5.50	5.50	5.50	7.00
Rhubarb Root, H. D.	.30	.30	.35	1.35
Tragacanth, No. 1, ribbon	3.60	3.60	3.80	5.00
Wild Cherry Bk. thin nat.	.10	.10	.10	.11
Average	1.44	1.42	1.47	2.59

The same quiet, jobbing market has been noted during the past week, further quieted down by a holiday period which in most cases consisted of three days. New lots of botanicals arriving here or reported nearby, seem to be the signal for price shading. In shopping the market here for their principals, brokers almost invariably find some holder who will weaken and shade his price to get under the balance of the market on a firm order. The few items which remain firm with prices well maintained, are far overbalanced by the large number which still sag badly, are in very limited demand and subject to the dictates of keen competition in a buyers' market. On the other hand, the comparative increase in the number of items which are firmer as a result of reduced stocks, is reported encouraging to crude drug dealers.

The reduction of spot supplies of ergot has sent the price up. Powdered nux vomica is still strong and slightly higher. Henna prices have turned about and moved upward. The position of celery seed is improved with prices higher. Aletris root is down. Culvers root is cheaper. Spanish saffron is firmer. Jalap is in large supply and easier. Soap barks are still under pressure of larger offers. Licorice root in bundles is cheaper. Uva ursi is being shaded. Gentian is soft. Mexican sarsaparilla is still very scarce.

#### Crude Drugs

**Ergot**—Although demand is not large, holders on the spot have apparently agreed that the price should be higher. The general level of this market, therefore, is higher at \$1.25 a pound for spot bags. The position reflects an advance in Spanish shipping points in conjunction with a realization of the limited supplies on hand here.

**Nux Vomica**—The continued scarcity of both whole and powdered nux vomica maintains the strong position.

Powdered in barrels is slightly higher at 25c a pound while less ranges up to 27c. No whole buttons are available as such on spot.

#### Barks

**Cascara Sagrada**—Easy and unchanged on spot at 12c a pound for 1920 peel. Demand is quiet. Old bark up to 16c as to seller and age.

**Cramp**—True cramp bark at 60c a pound spot with one seller still said to be willing to entertain bids of 50c although outwardly naming 60c.

**Elm**—Weakens as the time nears for shipments of new bark. Still openly quoted at 60c with rumors of 47c and 58c heard but not verified. Grinding bark at 20c with powdered at 25c.

**Orange Peel**—Bitter easier but unchanged in price at 10c. Sweet Malaga ribbons at 6½c, quarters at 7½c @8c.

**Simaruba**—Easy at the recent cut to 20c a pound.

**Soap**—Whole soap bark imports offered still at 7c up to 8½c spot. Weak under pressure of larger shipments. Crushed at 12c@13c and cut at 11c@12c.

#### Berries

Cubebs are easier owing to lessened demand but prices are unchanged at \$1.00 a pound for ordinary berries and \$1.10 for XX and powdered. Junipers higher abroad but still held at 3¾c in bags on spot. Cocculus indicus easy at 14c spot.

#### Flowers

**Chamomile**—Romans are still very scarce and 28c secures only a low grade, the best obtainable here. Hungarian in routine request at 20c up to 26c as to quality and seller.

**Insect**—Pure powder at 36c a pound is steady and quiet. Pyrethrum flowers firm at 28c@30c a pound spot.

**Saffron**—Spanish saffron is strong and in small supply here. Holders are asking \$13.25 a pound for the genuine in one pound tins.

#### Leaves and Herbs

**Buchu**—Although actual supplies of short buchu held on spot are far from large, the demand from consumers is about in keeping with the size of spot stocks. Prices hold unchanged. Best on open quotation is \$1.05 while one house still is reported willing to accept bale business at \$1.00. Others quote up to \$1.15 and according to their statements, are doing business at this figure—possibly in less than bale lots.

**Digitalis**—Quiet and unchanged. Quoted at 14c@16c a pound for spot goods as to seller and quantity.

**Henbane**—Available here at 24c@25c a pound and quiet thereat.

**Henna**—Two large orders were recently taken out of the market here by consumers and holders then realized the way in which stocks had become depleted of late. Prices were immediately jumped to 18c, 19c and 20c a pound for whole leaf. Powdered at 23c. The tendency is upward.

**Senna**—Jobbing T.V. senna offered here at 15c@17c a pound. Good manufacturing grades at 7c@10c. Senna pods are cheaper and in better supply at 10c a pound spot.



**Stramonium**—Easy and dull at 18c a pound for spot stramonium leaves.

**Uva Ursi**—The 5c level has been shaded and the spot market now stands at  $4\frac{1}{2}$ c@5c a pound with demand at this level confined to small lots.

#### Roots

**Aconite**—Weak and offered freely at 25c a pound for U.S.P. Spanish.

**Aletris**—Cut sharply to 45c@50c a pound by sellers here. In small demand.

**Althea**—Cut althea dull and cheap at 12c@15c a pound as to seller.

**Arrowroot**—St. Vincent's arrowroot easy at 5c a pound spot.

**Blood**—Under pressure and weak at 19c a pound on spot.

**Culvers**—The price has been cut on larger offers and sellers here are now offering freely at 18c@19c a pound spot.

**Dandelion**—Still a victim of keen competition and in limited demand here at 13c@15c a pound.

**Gentian**—The softness of gentian leaves the spot price at 8c a pound, with  $7\frac{1}{2}$ c reported as possible still on a quantity.

**Golden Seal**—Slightly firmer here at \$4.50 a pound for whole and \$5.25 for powdered.

**Jalap**—Whole jalap is weak. Plentiful offers on spot at 23c and on firm business in quantity, under 20c is said to be possible for U.S.P. root. Powdered at 30c a pound.

**Licorice**—Selected bundles are easier at 24c up to 27c is to seller and quality. Powdered U.S.P. at 14c spot in barrels.

**Sarsaparilla**—Honduras root in good supply at 47c here. Mexican at 45c and nominal. In bond for export only.

#### Seeds and Spices

**Celery**—Quoted in France for June shipment at 15c. On spot the price has jumped up to 14c and is firm thereat.

**Mustard**—California brown seed at 5c and easier. Yellow  $6\frac{1}{2}$ c@7c. English yellow spot at  $5\frac{1}{2}$ c. Mustard generally easy.

**Poppy**—Dutch quiet at  $8\frac{1}{2}$ c a pound on spot; same level for shipment.

### WOULD PROTECT DRUGS IN TRANSIT

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., June 1.—Senator Calder, of New York has introduced a bill in the Senate "to protect interstate commerce in foods, drugs, and medicines, and to extend the provisions of the Food & Drugs Act, of June 30, 1906." The bill, which has been referred to the Senate Committee on Commerce, is as follows:

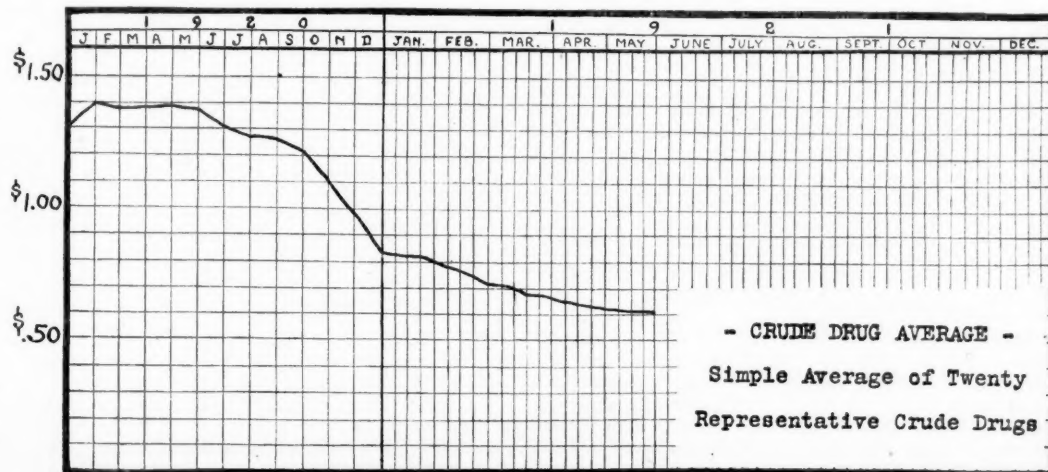
"That no law of any State, city, or municipality relating to the adulteration or misbranding of foods, drugs, or medicines or regulating the branding thereof shall apply to, or interfere with, the sale of any foods, drugs, or medicines in package form, which have been transported in interstate commerce and thereby have become subject to the provisions of the Food and Drugs Act of June 30, 1906 (Thirty-fourth Statutes at Large, page 768), and which are not as now amended or as the same may be hereafter amended, adulterated, or misbranded within the meaning of said Act so long as said articles remain in package form and not adulterated as aforesaid and labeled as when transported as aforesaid. The words "in package form," as used herein, shall be held to include the individual package in which or from which the articles are sold to the ultimate consumer.

Sec. 2. That all of the provisions of the Food and Drugs Act of June 30, 1906 (Thirty-fourth Statutes at Large, page 768), are hereby extended so as to apply wherever applicable to all foods, drugs, and medicines in package form which have become subject to the provisions of said Act until said products have been sold and delivered to the ultimate consumer thereof."

### ANDERSON-HILLIER CO. CHARTERED

The Anderson-Hillier Co. has been formed under a New Jersey charter to deal in drugs, with capital of \$600,000. The headquarters will be in Jersey City. The incorporators are Isaac V. S. Hillier, of Cranford, N. J.; George W. Hillier, Asbury Park; and Charles W. Anderson, Jr., Montclair, N. J.

The directors of the United Drug Company, have called a special meeting of stockholders for June 14 for the purpose of approving an increase in the authorized common stock from \$35,000,000 to \$55,000,000. Louis K. Liggett said the company did not intend to offer any of the \$20,000,000 stock increase, but to hold in reserve, first, \$5,000,000 for conversion into Class A common stock of Liggett's International, Ltd., Inc.; second, \$15,000,000 for conversion of that amount of 8 per cent bonds about to be issued.



## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Pages 1241-1242

### FURTHER ADVANCE IN CEYLON CITRONELLA

Spot Stocks Reduced and Price Climbing—Messina Essences Firmer With Bergamot Up—Oil Wormseed Lower—Makers Reduce Coumarin—Prices Generally Firmer

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced	
Oil Bergamot, 25c lb.	Oil Citronella, Ceylon, 3c lb.
Declined	
Oil Wormseed, 15c lb.	Coumarin, 35c lb.
Oil Sandalwood, E. I., 25c lb.	

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot .....	\$6.00	\$5.75	\$5.50	\$7.00
Oil Citronella, Ceylon .....	.35	.32	.28	.77
Oil Cloves .....	1.30	1.30	1.30	3.60
Oil Lemon .....	.70	.70	.70	2.00
Oil Peppermint, Natural .....	2.40	2.40	2.60	8.25
Oil Sandalwood, E. I. ....	7.00	7.00	7.25	10.75
Oil Sassafras, Artif. ....	.57	.57	.60	.75
Benzaldehyde, U.S.P. ....	1.50	1.50	1.50	1.00
Coumarin .....	4.75	5.10	5.10	7.50
Methyl Salicylate .....	.35	.35	.40	.80
Vanillin .....	.50	.50	.55	.95
Average .....	2.30	2.30	2.32	4.54

The resumption of business following the holiday, found conditions in the essential oil market showing a steady improvement. The greater firmness of a number of prices as well as materially higher replacement cost in primary markets for many products and a lessened tendency to shade quotations, have brought the element of steadiness into a prominent position. Steadier prices with a reaction upward from bottom levels in some cases, have induced consumers to extend purchases in a few instances beyond the limits of routine needs. The view that prices as a whole are near to bottom levels and an upturn in values of many items is not unlikely, appears to gain supporters. Of course, the limits of consumer demand preclude any sharp advances, but a gradual improvement, better demand, and firmer prices are looked for.

Reduction in spot supplies of Ceylon citronella is responsible for a further advance in the price here. Owing to higher cables, stronger primary market conditions, and better demand here, the Messina essences are generally firmer. Bergamot and orange oils are higher. Lower prices for oil wormseed are noted. Sandalwood is weaker and in small demand. Cedar leaf oil is under pressure of keen competition. Peppermint continues soft and easy. The firmer position of cassia is well supported. Coumarin is strong, resale goods having been cleaned out. Makers have reduced prices to meet the former resale market level.

#### Essential Oils

**Oil Anise**—Quiet and unchanged at 60c a pound for technical oil as imported. U.S.P. lead free is steady at 70c. Demand routine.

**Oil Bergamot**—The spot position of bergamot is firmer. Sellers last week at \$5.75 for standard brands in coppers on spot are now asking \$6.00. Spot supplies have been allowed to dwindle owing to the slow consumer demand for some time past and the high replacement cost. For shipment from abroad, about \$5.00 c.i.f. is wanted and the firmer position means higher import cost here.

**Oil Camphor**—Prices range from 26c a pound up to 28c for white Japanese camphor oil in cases on spot. Sassafrassy is reported slightly firmer at 9c in drums.

**Oil Caraway**—The higher prices for seed noted a week ago, have had little effect on the market for caraway oil. As to seller, quotations for spot goods still range from \$1.75 a pound up to \$2.25 for rectified oil.

**Oil Cassia**—The firmer position is maintained very well. Covering by several large consumers and a higher shipment position, have added confidence to the cassia situation. For technical oil, 75 per cent, in cases, 80c a pound is quoted on spot. U.S.P. oil is unchanged at \$1.15@1.25 a pound here.

**Oil Cedar Leaf**—From 90c up to \$1.00 a pound as to seller and quality. Demand is limited. Oil of the wood at 55c@60c unchanged.

**Oil Citronella**—A further advance is noted in Ceylon oil citronella as the smallness of spot supplies is realized upon a larger inquiry from soap manufacturers. In the falling market of some months ago, importers here were loath to cover for shipment and the absorption of spot goods with consequent reduced supplies, find holders moving prices upward. Two weeks ago sales of drums were made at 28c. Today, 35c is reported inside for drums and 37c@38c for cans. Java oil quiet at 70c.

**Oil Cloves**—Quiet and in light demand. Prices unchanged at \$1.30 a pound for cans. The spice is also dull at 18c for Zanzibars in bales.

**Oil Coriander**—Continues weak and in light request at \$14.00@15.00 a pound.

**Oil Cubebs**—The berries are steady but in good supply. Demand for the oil is small. Price easy at \$7.00 @7.25 a pound spot.

**Oil Eucalyptus**—U.S.P. eucalyptus in cases is held at 50c@55c a pound on spot as to seller. Demand is quiet but the position of the oil appears firmer with the elimination of some weakly held goods on spot. Imports last week 100 cases from Melbourne.

**Oil Geranium**—Rose geranium generally easy and in limited demand. As to quality and seller at \$5.50@6.50 on spot. Genuine African at \$9.00@10.00 for high grade oil. Bourbon at \$4.75@5.00 and easy. Turkish in light request at \$3.50.

**Oil Lavender Flowers**—Spike oil is easier at \$1.10@1.20 a pound. U.S.P. flower oil quiet and in limited demand at \$6.00 a pound up to \$7.50 as to ester content and seller. Cables at 130 fr. a kilo for shipment.

**Oil Lemon**—Recent cables from Sicily quote higher prices for shipment, 67c c.i.f. being named. The spot market is firmer as a consequence, although actual consumer buying is still restricted. Spot oil as to seller still quoted from 70c up to 90c a pound.

**Oil Limes**—Firm and in limited supply on spot at \$6.25 a pound for expressed oil.

**Oil Linaloe**—Continues easy and quiet at \$3.25 a pound up for Mexican oil linaloe on spot.

**Oil Orange**—Sellers of Sicilian sweet orange oil at \$2.65 here, have moved their prices up to \$2.75 owing to the firmer position abroad and better demand on the spot. Other sellers of Sicilian quote up to \$3.00 unchanged. West Indian supplies here are still limited and quoted high for shipment. Spot goods are held on the same basis as the Italian, \$2.75@3.00 as to seller

and quantity. Imports last week 22 cases from Kingston.

**Oil Peppermint**—Peppermint continues easy with prices subject to shading and demand, except in a jobbing way, limited. Open quotations for natural oil in tins are given at \$2.40 a pound for cases and \$2.50 for less. The country is still naming \$2.25 f.o.b. and offers of 1921 distillation on contract are being made at \$2.00. U.S.P. oil on spot is still quoted at \$2.75 a pound. Reports from the Middle West indicate that small distillers, principally, still have a goodly proportion of their 1920 stocks on hand. The crop of peppermint this year is large in bulk and yield of oil, is expected to force oil prices under two dollars, especially when combined with the carry over from last year. A short crop, however, and this would not be unlikely owing to the drop in prices since last year, might mean an upturn and a firmer market next fall and winter in the neighborhood of \$3.00.

**Oil Sandalwood**—The position of sandalwood continues to weaken owing chiefly to the lack of consumer demand and competition. It looks like an attempt of independent manufacturers to wrest control of sandalwood from the Syndicate. The latter quotes 37s 6d for shipment from London but what they actually do on firm business is another matter. On spot, U.S.P. East Indian oil is weak at \$7.00 a pound.

**Oil Wormseed**—Continued weakness and absent demand have induced further shading in wormseed oil. On spot, the new basis is \$2.60@ \$2.75 a pound.

#### Aromatic Chemicals

**Citral**—Easier and reported being shaded. Openly named unchanged at \$4.25@ \$4.50 a pound spot.

**Coumarin**—Makers have reduced prices to a basis of \$4.75 a pound. Goods in resale hands have been cleaned up and manufacturers are now in control of the market, having taken over the business at the former second hand level. Firm and in fair request.

**Terpineol**—Passing into consuming channels in fair bulk. Prices for 500 pound lots and less from 47½¢ a pound up to 60¢.

**Vanillin**—The market is unchanged at 50¢ an ounce basis following the recent reduction. Resellers, the few who are obtaining supplies, are meeting this figure.

Milton Stern, broker and commission merchant in essential oils, aromatic chemicals and crude drugs, has removed to Room 910, Park Row Building. Telephone number Barclay 8254.

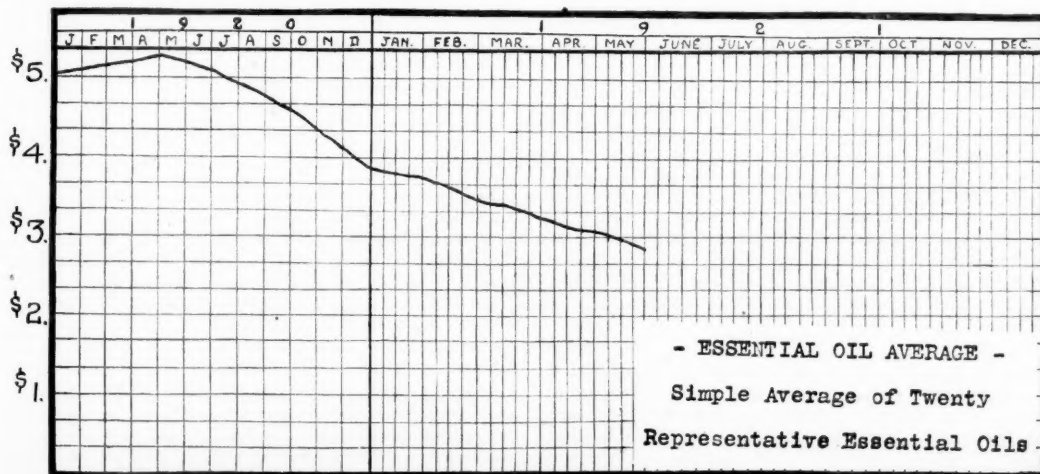
#### FRENCH EXPORT TRADE IN PERFUMES

French perfume manufacturers are making special efforts to increase business with countries where French influence is more pronounced. The business secured with Syria has fully compensated for custom lost in certain other countries, while the way has also been opened up for steady dealings with the Levant, and Beirut has been selected as the trading center, while a permanent French Fair there is bringing in excellent results. A sample train is being run from the coast of North America to Canada, and will call at all large towns, such as Montreal, Quebec, Winnipeg, so as to enable the inhabitants to judge of the quality and prices of French perfumes, etc.

An important market is also being developed in the Moroccan possessions, where Casablanca is becoming more and more of a busy hive swarming with merchants, buyers and travelers doing business with firms and natives in the interior of the country. Special care is now being given to the preparation, quality and price of soaps, powders, scents and the like, so as to render them fully suited to the tastes and needs of these different regions. It has been recognized that it is a great mistake to try and force French tastes upon other countries; hence France is now out to meet the wishes of all prospective clients, and she is making it her aim to combine French taste and "finesse" of perfume with those peculiar traditions which control importation in different markets.

The Connecticut Senate has adopted the new pharmacy bill which is a general revision of the pharmacy laws of the state, but without the clause which sought to limit the number of drug stores to 1 for each 3,000 of citizens. The entire bill came close to a violent death because of the exclusion clause, which was termed "class legislation" by many legislators. The bill was introduced by Senator Emery, himself in the drug business, at the request of the Connecticut Pharmaceutical Association, and, if signed, will raise the examination requirements of drug clerks. Eventually nobody in the state can be registered as a pharmacist unless a graduate of a college of pharmacy.

Emanuel Anatasoff has returned from his trip to Europe and has taken up his duties as representative of the Bulgarian Government Food Administration for the selling of attar of rose in this country. His temporary address is No. 425 Fifth avenue, room 504.



## The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Pages 1243-1244

### CITRIC ACID FIRMER IN LONDON

Oil of Citronella Higher—Peru Balsam, Japanese Camphor, Cod Liver Oil, Linseed Oil and Menthol Easier—Aspirin, Cream Tartar and Sulfonal Lower

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, June 1.—Trading in fine chemicals and crude drugs has not improved. Higher prices are announced on oil of citronella, and shellac. The market is firmer on bergamot, cedar wood oil, chillies, citric acid and cumin seed.

The market is easier on Peru balsam, Japanese camphor, cod liver oil, linseed oil, menthol, and turpentine. Prices are lower for aspirin, cream tartar and sulfonal.

London, May 21 (By Mail)—Trading in drugs and fine chemicals is almost at a standstill owing to the labor situation and coal strike.

Balsam Peru is again easier, and is offered at 7s 9d per lb., but a lower bid would probably be accepted.

Canary seed is dearer, at 85s per quarter for ordinary, and 110s for good Morocco.

Castor oil—English has had another advance, £61 being now the price for pharmaceutical, £56 for first pressing, and £51 for seconds, barrels included, ex Mill.

Cocaine is lower, hydrochloride now offering at 12s 6d per oz., and in quantity for slightly less.

Cocoa butter is 1d per lb. higher, at 1s 9d per lb. for lots of 1 ton or more.

Cod liver oil is firmer, being now quoted at 90s to 95s per barrel, c.i.f. London.

Cream of tartar is dearer, and is very firm at 140s per cwt. for 99 to 100 per cent powder.

Gamboge is easier, fair bright Siam pipe being offered at £28 per cwt.

Hexamine is again somewhat firmer, the quotation being fairly steady at 6s per lb.

Lactic acid is cheaper, B.P. quality being 2s 6d per lb. in carboys, and U.S.P. from 2s 6d to 2s 9d per lb.

Linseed oil after some fluctuation is again firmer, at £28 10s per ton in London, and £27 10s in Hull, naked. Menthol is lower, at 22s 6d per lb. for Kobayashi-Syuzuki on spot.

Methyl sulphonal has had another drop, being now offered at from 21s to 22s per lb.

Milk sugar is cheaper, dealers quoting B.P. quality at 140s per cwt.

Phenazone is still a little firmer, with quotations at about 9s per lb.

Santonine is very scarce and almost unobtainable, and up to 60s per lb. is said to have been paid.

Scammony root is cheaper, good testing 19 per cent, being offered at 60s per cwt. on spot.

Turpentine—The market has been so changeable that prices are quite unreliable, though as low as 84s has been named for spot delivery during the week.

Brunner, Mond & Co. have declared a dividend of 8 per cent, against 11¼ per cent last year. The capital has been increased in the meantime but the profits are about the same as in 1919, and the amount to be distributed is reduced owing to trade contraction and the business outlook.

### FOREIGN EXCHANGE

	Par	Current
Great Britain (pound sterling).....	\$4.866	\$3.950
France (franc) .....	.193	.084
Italy (lira) .....	.193	.054
Germany (mark) .....	.238	.016
Japan (yen) .....	.499	.483
Spain (peseta) .....	.193	.134
Holland (guilder) .....	.402	.355
Belgium (franc) .....	.193	.084
Switzerland (franc) .....	.193	.180
Norway (crown) .....	.268	.158
Sweden (crown) .....	.263	.234
Denmark (crown) .....	.263	.181
Argentina (peso) .....	.424	.320
Brazil (milreis) .....	.279	.136
China (Silver dollar—Hongkong).....	.789	.498
(Tael—Shanghai, silver) .....	1.082	.660
(Tael—Peking, silver) .....	1.156	.720
Russia (ruble) .....	.515	.003

### JAVA QUININE AND CINCHONA EXPORTS

The total exportation of cinchona bark from Java during 1920 was 4,526,000 kilos, according to the figures of the Department of Agriculture, Industry and Commerce at Buitenzorg, Java. The leading buyers of bark continued to be Holland and England. Japan imported 473 metric tons (about 1,040,600 pounds). Total exports from Java during preceding years were somewhat larger, as follows: 1913, 8,055,000 kilos; 1914, 6,085,000 kilos; and 1919, 5,404,000 kilos.

The total export of quinine from Java during 1920 was 418,861 kilos, and was distributed as follows: Egypt, 124,607 kilos; United Kingdom, 102,477 kilos; India, 54,869 kilos; United States, about 40,000 kilos. In 1919, imports were as follows: Holland 202,235 kilos, United Kingdom, 163,200 kilos; India, 74,378 kilos; United States, 65,751 kilos.

Exportation figures covering the past eight years have been given as follows:

	Kilos		Kilos
1913 .....	72,507	1917 .....	129,890
1914 .....	61,964	1918 .....	252,636
1915 .....	82,869	1919 .....	640,283
1916 .....	115,175	1920 .....	418,861

The figures for 1920 show a decrease from 1919 of 221,422 kilos; it is, however, generally supposed that there is no lack of supply, but that stocks are held up in Java by the Quinine Manufacturers' Association in order to maintain the high prices now obtained for this products in foreign markets.

### DEVELOPING AUSTRALIA'S INDUSTRIES

The movement of British capital into Australian manufacturing industries continues. Speaking in Sydney recently, the Federal treasurer stated that not less than £10,000,000 of new capital, Australian and British, is proposed to be spent in new enterprises in Australia. From March 22, 1920, to February 22, 1921, he said that 22 new enterprises or extensions of old ones had been registered with a capital of £3,500,000, half of this amount being for woolen and knitting factories.

A large number of foreign (not British) companies are awaiting action on their applications for permission to register, which had been held up under the war precautions act. The aggregate capital of these applicants, according to the Federal treasurer, is £20,000,000.



## Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions

34775—A business man in Belgium with a wide circle of clients, desires to get into touch with producers and shippers of vegetable and animal oils and fats, oil cakes, honey, raw chemicals, and drugs of all kinds, resin, and other gums, and kindred raw materials. References.

34897—An agency is desired by a merchant in Italy for the sale of cottonseed oil, seed oils, greases and fats, caustic soda, and chemical products for industries and general commerce. Quotations should be given c.i.f. Genoa or Leghorn. Correspondence in Italian preferred. References.

34911—A merchant in Porto Rico, who is to visit the United States for a short time, desires to secure an agency for the sale in Spain of mineral oils, casein, chemical products, principally those used in the paper industry. References.

34912—A company is being organized in Canada for the purpose of grinding feldspar for the pottery trade. American manufacturers of machinery and other supplies required for such a plant should forward catalogues and quotations.

34919—A merchant in Zanzibar desires to be placed in communication with manufacturers of perfumery, fancy goods, etc. No reference offered.

34920—A mercantile company in Italy desires to purchase or secure an agency for the sale of cottonseed oil, paraffin, seed oils, white crystallized sugar. Quotations should be given c.i.f. Genoa or Leghorn. References.

Commercial Attache C. H. Cunningham, cabling from Madrid, Spain, May 27, states that in a conversation with the Spanish Department of State he has learned that imports from the United States will be admitted into Spain under the new minimum rates of duty until further notice. These rates average 50 per cent lower than the new general rates published in "Commerce Reports" for May 26, 1921. It is expected that this agreement will expire within a month, when imports from the United States will become subject to the general tariff in the absence of a special arrangement between the two nations.

Spain has issued a royal decree authorizing the emission of 20-year 5 per cent bonds to the value of 150,000,000 pesetas for the purpose of encouraging national industries. Bonds are to be issued in the denominations of 100 pesetas, 500 pesetas, and 5,000 pesetas. Interest on these bonds will be exempt from the payment of national imposts and taxes.

### NEW FRENCH TARIFF RATES

The French Commission in the United States, 65 Broadway, New York, has issued a table compiled from official sources showing the French tariff effective May

Article	In 1914
Volatile oils and oil essences.....	100 kilos.. 100 to 3,000 frs.
Synthetic perfumes .....	ad. val. 20%
Turpentine .....	100 kilos.. 24 frs.
Dyes made from coal tar, dry.....	200 frs.
Dyes made from coal tar, paste, containing at least 50% water.....	100 frs.
Assimilated varnish and paint.....	30 to 45 frs.
Perfumes .....	12 to 100 frs.
Soaps, not perfumed.....	6 frs.
Wax and stearic acid.....	19 frs.
Shoe blackening .....	5 frs.
Shoe polishes, all colors.....	5 frs.
Porcelain .....	12.50 to 30 frs.
Glass panes .....	9.75 to 30 frs.
Bottles (¾ liter and more).....	5.25
Bottles (less than ¾ liter).....	7.50
Wines 12° alcohol.....	hectol.. 35 frs.
Mineral wax .....	100 kilos.. 12 to 50 frs.
Paraffine .....	45 frs.
Vaseline .....	42 frs.
Gold, platinum, raw.....	15 frs.
Silver, raw .....	1.50
Pure copper .....	14 to 23 frs.
Lead .....	1.50 to 7 frs.
Tin .....	1.50 to 22 frs.
Rolled zinc .....	4 frs.
Nickel .....	12 to 30 frs.
Ammonia .....	3 frs.
Ammonia for commercial purposes.....	3 frs.
Sulfate of ammonia, raw.....	4.50

### THE BRITISH HEAVY CHEMICAL MARKET

Compiled by the Secretary of the British Chemical Trade Association

London, May 21.—There is very little of importance to record in the way of changes in the market. Business, due to the continued industrial shutdown, is very limited, but prices are generally well maintained. Acetic acid is still offering from limited stocks at about £45 for 80 per cent technical and £55 for glacial, but there is practically no demand. Alum is a neglected market with quotations maintained at £18 10s per ton for lump in casks. Arsenic is uncalled for and quotations are made at the lower figure of about £45 per ton this week.

Bleaching powder is still a dull market with quotations unsteady at about £19 per ton for 35-37 per cent. Copper sulfate, £32 in casks, £31 in bags, per ton; market continues on the quiet side with values about the same.

Epsom salt is now offering as low as £9 per ton for commercial quality in single bags; pharmaceutical quality is £10 10s to £11 per ton; limited enquiry is being received.

Potash, caustic, is still offering from limited stock at £45 to £46 per ton; the demand is very small. Potassium chlorate is still quiet with values unchanged at 6d per lb. for crystals and powder. Potassium permanganate, commercial quality, imported material is freely offering at 1s 8d per lb., makers' prices maintained at 1s 9d; moderate business is being done.

Soda ash, 58% light alkali, is inclined to be a little easier this week but quotations are generally maintained at about £9 per ton f.o.b.; makers' prices for home trade only £8 10s per ton in bags.

Sodium, caustic—Makers' prices are £26 15s per ton for 76-77% in large drums f.o.r. and £24 10s per ton for 70-72%; spot parcels offering at £22 per ton for 70-72% material; American 76% quoted at competitive figures c.i.f. Continental ports and United Kingdom. Business is only being very occasional for limited quantities. Sodium hyposulphite is inclined to be a little easier; pea crystals in 1 cwt. kegs are offering at about 26s to 27s per cwt. commercial quality in casks about £21 per ton; makers prices for the latter £19 to £26 for photographic. Sodium nitrate continues to be offered by makers at £20 10s per ton for 96% refined material f.o.r. The demand is not good. Sodium nitrite is a very quiet market; makers' prices remain unchanged at £42 per ton for 100% material. Sodium prussiate is offered by makers slightly cheaper at 7¼d per lb.

1, 1921, and the duty paid in 1914 and April 1, 1921. Products of interest in the drug, chemical and dye field are the following:

April 1, 1921	May 1, 1921
100 to 3,000 frs.	2,000 to 8,000 frs.
30%	60%
24 frs.	48 frs.
200 to 500 frs. x 3	400 to 1,000 frs. x 3
110 to 275 frs. x 3	210 to 350 frs. x 3
125 frs. x 4	180 frs. x 4
12 to 100 frs.	32 to 320 frs.
6 frs. x 3	24 frs. x 3
19 frs. x 2.4	64 frs. x 2.4
8 frs.	16 frs.
45 frs.	60 frs.
12.50 to 30 frs. x 1.5 to 2.2	40 to 400 frs. x 1.5 to 2.2
9.75 to 30 frs. x 2.2 to 5	26 to 80 frs. x 2.2 to 5
5.25 x 4	44 frs. x 4
7.50	15 frs.
35 frs.	48 frs.
12 to 50 frs.	40 to 160 frs.
45 frs.	120 frs.
42 frs.	112 frs.
15 frs.	40 frs.
1.50	4 frs.
14 to 23 x par 2.2, 2.04 or 2.5	36 to 60 frs. x 2.3, 2.4 or 2.5
1.50 to 7 frs.	5 to 14 frs.
1.50 to 22 frs.	4 to 60 frs.
4 x 3	16 x 3
12 to 30 frs.	40 to 80 frs.
6 frs.	12 frs.
18 frs.	24 frs.
8 frs.	8 frs.

# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

## EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when second-hands are a factor in the market.

The price range (two sets of figures, e. g., 16-19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

## WEIGHTS AND MEASURES

- 1 Imperial Gallon (Brit.)—1.20 Amer. Gallons
- 1 American Gallon—833 Imperial Gallon
- 1 American Gallon—3.79 liters
- 1 Liter—264 American Gallon
- 1 American Gallon (H<sub>2</sub>O) weighs 8.35 pounds
- 1 Pound (Avoirdupois) weighs .454 Kilogram
- 1 Kilogram weighs 2.20 pounds (Avoirdupois)

## Acids

Acetic, See Heavy Chemicals	
Acetyl-salicylic.....lb.	.58 — .70
Benzoic, from gum.....lb.	— —
U.S.P., ex toluene.....lb.	.65 — .70
Boric cryst., bbls.....lb.	.1394 — .14
Powdered, bbls.....lb.	.1394 — .14
Butyric Tech., 98 p.c.....lb.	— .90
Carbolic cryst., U.S.P., drs.....lb.	.10 — .15
1-lb. bottle.....lb.	.27 — .28
5-lb. bottle.....lb.	.23 — .24
50 to 100-lb. tins.....lb.	.19 — .27
Liquid, U.S.P., 1 lb. bot.....lb.	.27 — .28
Crude, 25 p.c.....gal.	.27 — .28
Chromic, U.S.P.....lb.	1.15 — 1.25
Chrysophanic.....lb.	2.75 — 3.00
Citric, crystals, bbls.....lb.	— .47
Powdered.....lb.	— .48
Second Hands.....lb.	.43 — .45
Cresylic, 95-100 p.c., See Coal-tar	
Formic, 75 p.c., tech.....lb.	— .19
Gallie, U.S.P., bulk.....lb.	1.00 — 1.10
Glycerophosphoric, 25 p.c.....lb.	— 2.50
Hydrobromic, 40 p.c. pure.....lb.	.40 — .42
Hydroiodic, sp. g. 1.150.....oz.	— .10
Hydrofluoric, see Heavy Chemicals	
Hypophosphorous, 50 p.c.....lb.	2.40 — 2.50
U.S.P., 10 p.c.....lb.	.60 — .65
Lactic, U.S.P., VIII.....lb.	— .60
U.S.P., IX.....lb.	— .70
Molybdic, C.P.....lb.	— 4.00
Muriatic, see Heavy Chemicals	
Nitric, see Heavy Chemicals	
Nitro Muriatic.....lb.	.20 — .22
Oxalic, cryst., bbls.....lb.	.16 — .17
Picric, kegs, see Intermediates	
Phosphoric, 85-88p.c.syr.U.S.P.lb.	.25 — .26
50 p.c. tech.....lb.	.18 — .19
Pyrogallie, resublimed.....lb.	1.75 — 1.85
Crystals, bottles.....lb.	1.35 — 1.45
Salicylic Bulk, U.S.P.....lb.	.21 — .26
Sulfuric, C.P.....lb.	— .06
Sulfurous U.S.P.....lb.	.06 — .07
Tannic, U.S.P.....lb.	.90 — 1.00
Tartaric, Crystals, U.S.P.....lb.	— .39
Powdered, U.S.P.....lb.	— .39
Second Hands, Cryst.....lb.	.28 — .30
Powdered.....lb.	.30 — .32

## Fine Chemicals

Acetanilid, C.P., bbl. blk.....lb.	.25 — .30
Acetone, C. P.....lb.	.12 — .13
Acetphenetidin.....lb.	1.50 — 1.65
Adeps Lanae, See Lanolin	
Albumen, Egg, edible.....lb.	.45 — .50
Alcohol, 190 proof, U.S.P.....gal.	4.75 — 4.90
Cologne Spirit, 190 proof.gal.	4.85 — 5.00
Second Hands, U.S.P.gal.	4.75 — 4.80
For Export, U.S.P.gal.	.50 — .55
Wood ref., 95 p.c.....gal.	.77 — .85
97 p.c.....gal.	.80 — .88
Second Hands, 95-97 p.c.gal.	.80 — .88
Pure.....gal.	1.05 — 1.25
Denatured, Complete.....gal.	.57 — .60
Second Hands.....gal.	.36 — .38
Aloin, U.S.P., powd.....lb.	.95 — 1.00
Amidopyrrine.....lb.	5.00 — 5.50
Ammonium, Acetate, cryst.....lb.	.65 — .70
Benzoate, cryst., U.S.P.....lb.	3.75 — 4.00
Bichromate, C. P.....lb.	.95 — 1.00
Bromide, gran., bulk.....lb.	.26 — .34
Carb. Dom, U.S.P. kegs.....lb.	.09 — .11
Chloride, U.S.P.....lb.	.07 1/2 — .10
Hypophosphite.....lb.	1.40 — 1.50
Ichthyolate (as to brand).....lb.	1.00 — 3.00
Iodide.....lb.	— 4.30
Oxalate, Pure.....lb.	.70 — .75
Persulfate.....lb.	.95 — 1.00
Phosphate (Dibasic).....lb.	.40 — .42
Salicylate, U.S.P.....lb.	.60 — .65
Amyl Acetate, bulk, drums.gal.	3.05 — 3.10
Antimony Chlor. (Sol. butter of	
Antimony).....lb.	.16 — .17
Needle Powder.....lb.	.05 1/2 — .06
Antipyrine, bulk.....lb.	1.85 — 2.00
Apomorphine Hydrochlor. 1/8 oz.	— 13.05
Arecoline Hydrobromide.....oz.	25.00 — 27.50
Argols, red.....lb.	.07 — .08
Arsenic red, See Heavy Chemicals	
White, See Heavy Chemicals	
Arsenous Iodide, U.S.P.....lb.	— 4.75
Aspirin.....lb.	.58 — .70
Atropine, Alk. U.S.P., 1-oz.v.....oz.	9.00 — 12.00
Sulfate, U.S.P., 1-oz.v.....oz.	7.00 — 7.25
Barbital.....oz.	— 1.75
Barium Carb. prec., pure.....lb.	.10 — .12
Dioxide.....lb.	— .23
Iodide.....lb.	— 5.15
Nitrate.....lb.	.09 — .11
Bay Rum	
Denatured Salicy. Acid.....gal.	3.30 — 3.75
Denatured, quinine.....gal.	3.60 — 3.75
Benzaldehyde (see Aromatic Chemicals)	
Benzonaphthol.....lb.	— 4.00
Berberine Hdcbl.....lb.	— 22.50
Acid Sulfate.....lb.	— 25.00
Neutral sulfate.....lb.	— 27.00
Bismuth Metallic.....lb.	1.50 — 1.75
Ammon. Citrate, U.S.P.....lb.	— 5.00
Citrate, U.S.P.....lb.	— 2.10
Oxychloride.....lb.	— 2.30
Salicylate.....lb.	— 1.45
Subbenzoate.....lb.	— 2.75
Subcarbonate, U.S.P.....lb.	— 2.10
For X-ray Diagnosis.....lb.	— 2.65
Subgallate.....lb.	— 2.10
Subiodide.....lb.	— 3.85
Subnitrate.....lb.	— 2.00
Subsalicylate.....lb.	— 2.00
Tannate.....lb.	— 2.00
Borax, in bbls., crystals.....lb.	.06 1/4 — .06 1/2
Crystals, U.S.P., Kegs.....lb.	.06 1/4 — .07 1/4
Bromides, See Potass. Brom., etc.	
Bromine, purified.....lb.	— .27
Bromoforn.....lb.	— 3.00
Cadmium Bromide, crystals.....lb.	1.22 — 1.35
Iodide.....lb.	— 4.30
Metal sticks.....lb.	1.40 — 1.45
Caffeine alkaloid, bulk.....lb.	6.00 — 6.75
Second Hands.....lb.	5.90 — 6.00
Hydrochloride.....lb.	— 8.35
Hydrobromide.....lb.	— 6.05
Citrated, U.S.P.....lb.	— 4.55
Calcium Glycerophosphate.....lb.	1.75 — 1.80
Hypophosphites.....lb.	.70 — .75
Iodide.....lb.	— 4.90
Phosphate, Precip.....lb.	.18 — .19
Sulfocarbonate.....lb.	.55 — .60

## CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products—crudes and intermediates.

Oils—the fatty oils of animal, fish, and vegetable origin.

Crude Drugs—the natural botanical products sold through the drug trade, further subdivided according to class.

Essential Oils — include the oleo-resins and are followed by the synthetic aromatic chemicals.

Camphor, Am. ref'd bbls.blk.lb.	— — .80
16's in 1-lb. carton.....lb.	— — .86
24's in 1-lb. carton.....lb.	— — .87 1/2
32's in 1-lb. cartons.....lb.	— — .89
Japan refined, 2 1/2 lb. slabs.....lb.	.67 — .70
Chinese, crude.....lb.	.40 — .45
Refined.....lb.	.64 — .65
Monobromated, bulk.....lb.	1.75 — 2.00
Caramel.....gal.	.80 — .90
Carmine, No. 40.....lb.	4.75 — 5.00
Casain, Edible.....lb.	.35 — .45
Technical.....lb.	.69 — .10
Castor Oil, AA bbls.....lb.	.60 — .65
Cerium Oxalate.....lb.	.60 — .65
Chalk, Precip. light.....lb.	.0234 — .024
Heavy.....lb.	.0234 — .024
Drop.....lb.	— .024
Charcoal, Willow, Powd.....lb.	.06 — .07
Chloral Hydrate, U.S.P., crys	
tals, 25 lb. jars, 100 lb. lots.....lb.	.85 — 1.01
One Pound Bottles.....lb.	.83 — 1.10
Chloroform, U.S.P.....lb.	.43 — .45
Cinchonidin, Alk., crystals.....oz.	— .93
Sulfate.....oz.	.52 — .60
Cinchonine, Alk., crystals.....oz.	— .54
Sulfate.....oz.	— .40
Cocaine, Hydrochl., Cryst.....oz.	— 8.00
Gran., Powd.....oz.	— 8.25
Cocoa Butter, bulk.....lb.	.23 — .25
Fingers, cases.....lb.	.34 — .38
Codeine, Alk., 10 oz. bulk.....oz.	— 6.60
Hydrobromide.....oz.	— 5.30
Nitrate.....oz.	— 5.95
Phosphate.....oz.	— 4.95
Sulfate.....oz.	— 5.30
Cod Liver Oil, Newf'd.....bbl.	18.00 — 20.00
Norwegian.....bbl.	15.00 — 16.00
Collodion, U.S.P.....lb.	.30 — .31
Corn Syrup.....100 lbs.	2.44 — 2.89
Corrosive Sublimate, see Mercury	
Coumarin, refined, see Aromatic Chemicals	
Cream Tartar, U.S.P.....lb.	.30 — .35
Powdered, 90 p.c.....lb.	.30 — .35
Cresosote, U.S.P.....lb.	.45 — .50
Carbonate.....lb.	2.25 — 2.30
Cresol, U.S.P.....lb.	.18 — .21
Dionph. See Morph. Ethyl Hydrochl.	
Dover's Powder, U.S.P.....lb.	— 1.25
Emetine, Alk., 15 gr. vials.....ea.	— 2.00
Hydrochloride, U.S.P.....oz.	— 17.50
15 gr. vials.....ea.	— 1.25
Epsom Salt, see Mag. Sulfate	
Eserine Sulfate.....oz.	40.00 — 41.00

# CHAS. COOPER & CO.

MANUFACTURING CHEMISTS

AMMONIA  
BICARBONATE SODA  
CASTOR OIL, U.S.P.  
CATHARTIC SALT  
COLLODION  
ETHYL CHLORIDE

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NITRATE SILVER  
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OFFER FULL LINE MEDICINAL, PHOTOGRAPHIC AND TECHNICAL CHEMICALS



## Headquarters for Cacodylates

IRON      MERCURY      SODIUM

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Amidopyrine - Guaiacol  
Guaiacol Carbonate  
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Sodium Methylarsinate

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*Our complete chemical line embraces*

Bromides Citrates Iodides Glycerophosphates  
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# MAGNESIUM OXIDE

# HEAVY

# U.S.P.

A pure white calcined product

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Manufacturing Chemists

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### PRODUCTS

Acetanilide, U.S.P.  
Bismuth Subnitrate  
and other Bismuth  
Salts  
Codeine and its Salts  
Creosote, U.S.P.  
Creosote Carbonate,  
U.S.P.  
Diacetyl-Morphine  
Glycerophosphates  
Hexamethylenamine  
Iodoform

406

## MORPHINE—

WE have brought the production of morphine and its relative alkaloids to a high degree of efficiency. The services of your physician-patrons will be of utmost benefit to their patients if you specify N. Y. Q. Morphine and its salts when ordering from your jobber.

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### PRODUCTS

Mercurials (Hard)  
Morphine and its Salts  
Opium Powder, U.S.P.  
Opium Gran., U.S.P.  
Potassium Iodide  
Quinine and its Salts  
Silver Nucleinate  
Silver Proteinate  
Sodium Benzoate  
Thymol Iodide  
Strychnine and its  
Salts

## Fine Chemicals

Ether, U.S.P., Conc. bulk.....lb.	— — .18	Iron Citrate, U.S.P., VIII.....lb.	— — .90	Mercury Blue Oint., 30 p.c.....lb.	— — .56
Washed, bulk.....lb.	— — .34	and Ammon. Citrate, U.S.P.....lb.	— — .84	50 p.c.....lb.	— — .72
Nitrous, conc.....lb.	— — 1.10	Green scales, U.S.P.....lb.	— — .89	Citrine Ointment.....lb.	— — .48
U.S.P., 1890, bulk.....lb.	— — .41	Cacodylate.....lb.	9.00 — 10.00	Calomel, Amer.....lb.	— — .87
Anaesthesia, bulk.....lb.	— — .21	Chloride, cryst. (ferric).....lb.	— — .12	Corrosive Sublimate cryst.....lb.	— — .79
Ethyl Acetate, pure.....gal.	— — 1.05	Hypophosphite.....lb.	1.60 — 1.70	Powdered Granular.....lb.	— — .74
Chloride.....lb.	.55 — .65	Iodide.....lb.	— — 3.75	Iodide, Green.....lb.	— — 3.21
Ethyl Methyl Ketone.....lb.	.13 — .14	Syrup, U.S.P., 1900.....lb.	— — .30	Yellow.....lb.	— — 3.11
Eucalyptol, U.S.P., See Aromatic Chemicals		Oxalate, scales.....lb.	— — .95	Red Precipitate.....lb.	— — .96
Formaldehyde.....lb.	— — .15	and Ammonium, cryst.....lb.	— — .63	Powdered.....lb.	— — 1.06
Second Hands.....lb.	— — .14	and Potassium.....lb.	— — .73	White Precipitate.....lb.	— — 1.11
Gelatin, silver.....lb.	1.40 — 1.50	and Sodium, cryst.....lb.	— — .58	Powdered.....lb.	— — 1.16
Glycerin.....lb.		Phosphate, U.S.P.....lb.	— — .89	With chalk.....lb.	— — .56
C. P. drums, bbls. extra.....lb.	.16½ — .17	Pyrophosphate, U.S.P.....lb.	— — .94	Methyl Acetone, bbls.....gal.	— — .80
Cans.....lb.	.18 — .19½	Metallic, Reduced.....lb.	— — .80	Methyl salicylate, see Aromatic Chemicals	
Dynamite, drums loose.....lb.	.15 — .15½	Lanolin, hydrous, cans U.S.P.....lb.	.13 — .18	Methylene Blue, medicinal.....lb.	5.00 — 5.25
Saponification, loose.....lb.	.11½ — .12	Anhydrous, cans.....lb.	.17 — .22	Milk, powdered.....lb.	.15 — .16
Soap Lye, loose.....lb.	.10½ — .11	Licorice, U.S.P., Mass.....lb.	.28 — .30	Mineral Oil, white.....gal.	.85 — 1.50
Guaiacol, liquid.....lb.	3.75 — 4.00	Lead Iodide, U.S.P., VIII.....lb.	— — 3.05	Morphine, Acet., 25-oz. in 5s. oz.	— — 5.30
Carbonate.....lb.	4.00 — 4.50	Powdered.....lb.	.55 — .60	Hydrobromide, 25-oz. in 5s. oz.	— — 5.30
Haarlem Oil, dom.....gross	— — 3.00	Sticks.....lb.	.50 — .52	Hydrochloride, 25-oz. in 5s. oz.	— — 5.30
Imported.....gross	6.00 — 6.25	Comp. Powder.....lb.	.21 — .24	Sulfate, 25-oz. in 5s.....oz.	— — 5.30
Hexamethylenetetramine.....lb.	.90 — 1.00	Lithium Carbonate.....lb.	1.40 — 1.50	Diacetyl Alk., 10 oz., ¼s. oz.	— — 9.40
Hydrastine, Alkaloid.....oz.	— — 18.00	Citrate.....lb.	— — 1.60	Diacetyl Hydcl. 10 oz., ¼s. oz.	— — 8.50
Hydrochloride.....oz.	— — 18.00	Magnesium Carb. U.S.P. bbls.....lb.	.15 — .16	Ethyl Hydcl. 10 oz., ¼s. oz.	— — 9.95
Sulfate.....oz.	— — 18.00	Technical, bbls.....lb.	.10 — .11	Opium, cases, U.S.P.....lb.	— — 5.50
Hydrogen Peroxide, U.S.P., 10 gr. lots		Blocks, cases, 1, 2, 4 ozs.....lb.	.22 — .24	Granular.....lb.	— — 6.50
4-oz. bottles.....gross	9.25 — 9.50	Glycerophosphate.....lb.	— — 3.30	Powdered, U.S.P.....lb.	— — 6.50
8-oz. bottles.....gross	14.25 — 14.50	Hypophosphite.....lb.	1.20 — 1.25	Oxgall, pure U.S.P.....lb.	1.50 — 1.55
12-oz. bottles.....gross	19.50 — 19.75	Oxide.....lb.	.60 — .65	Pancreatin.....lb.	4.25 — 4.50
Hydroquinone, bulk.....lb.	1.65 — 1.70	Peroxide, cans.....lb.	— — 2.15	Papain.....lb.	2.50 — 3.00
Hyoscine Hydrobromide.....oz.	19.00 — 20.00	Salicylate.....lb.	— — .50	Paraffin White Oil, U.S.P. gal.	3.10 — 3.60
Hyoscyamine Alkaloid.....oz.	22.50 — 25.00	Sulfate-Eps. Salt, Tech. 100 lbs.	1.10 — 2.25	Paraformaldehyde.....lb.	.60 — .67½
Sulfate.....oz.	22.50 — 25.00	U.S.P. 100 lbs.....lb.	2.50 — 3.00	Pepsin Powd., U.S.P.....lb.	3.75 — 4.00
Iodides, See Potass. Iodide, etc.		Malt Syrup kegs.....lb.	— — .10	Petrolatum, light amber bbls.....lb.	— — .05½
Iodine, Resublimed.....lb.	3.75 — 4.00	Manganese Glycerophos.....lb.	3.00 — 3.10	Cream White.....lb.	— — .07½
Tincture, U.S.P., bbls.....gal.	3.70 — 3.85	Hypophosphite, U.S.P., VIII.....lb.	1.85 — 1.95	Lily White.....lb.	— — .12
Iodoform, Powdered, bulk.....lb.	3.90 — 5.00	Iodide.....lb.	4.65 — 6.00	Snow White.....lb.	— — .13
Crystals.....lb.	— — 6.00	Sulfate, crystals.....lb.	.20 — .22	Phenolphthalein.....lb.	1.60 — 1.65
		Menthol, Crystals.....lb.	3.75 — 4.00	Phosphorus, yellow.....lb.	.26 — .35
		Mercury, flasks, 75 lb.....ea.	47.00 — 48.00	Pilocarpine.....oz.	7.50 — 8.00
		Bisulfate.....lb.	— — .44	Piperazine Hydrate.....oz.	— — 1.30
		Blue Mass.....lb.	— — .56		
		Powdered.....lb.	— — .58		

## FOOD COLORS

AMARANTH  
ERYTHROSINE  
INDIGO DISULFO NA  
LIGHT GREEN SFYK  
NAPHTHOL YELLOW  
ORANGE K  
PONCEAU K  
TARTRAZINE  
YELLOW ABK

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## Grain Alcohol

Cologne Spirits Denatured

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SOLE SELLING AGENTS

GREENDALE DISTILLERY

## Industrial Chemicals

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Batavia  
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## Fine Chemicals

Podophyllin .....	lb.	5.50	—	6.00	Quinine Dicarboxylate .....	oz.	—	4.00	Sodium Citrate, U.S.P., Cryst.	lb.	—	—	.60
Potassium acetate .....	lb.	.85	—	.60	Ethyl Carbonate .....	oz.	—	1.50	VIII .....	lb.	—	—	.75
Bicarbonate, U.S.P. ....	lb.	.13	—	.14	Hydrochloride .....	oz.	—	.96	Granular, U.S.P., gran.IX.	lb.	—	—	.75
Bisulfate .....	lb.	.40	—	.45	Japanese .....	oz.	.85	—	Cyanide 96-98, see Heavy Chemicals	lb.	—	—	2.15
Bromate .....	lb.	.65	—	.70	Hypophosphite .....	oz.	—	1.05	Glycerophosphate, crystals.	lb.	—	—	.25
Bromide Crystals, bulk.	lb.	—	—	.24	Phosphate .....	oz.	—	.96	Hydroxide, U.S.P. ....	lb.	.20	—	.25
Granulated .....	lb.	—	—	.24	Salicylate .....	oz.	—	.96	Hypophosphite, U.S.P. ....	lb.	.80	—	.85
Second Hands .....	lb.	.16	—	.18	Quinidine Alk., crystals, tins.	oz.	—	1.07	Iodide, bulk .....	lb.	—	—	3.50
Carbonate, U.S.P. ....	lb.	.15	—	.17	Sulfate, tins .....	lb.	—	.71	Oxalate .....	lb.	.58	—	.65
Caustic, U.S.P. (by alcohol)	lb.	—	—	.50	Resorcinol, crystals, U.S.P.	lb.	2.25	—	Peroxide .....	lb.	.38	—	.40
U.S.P. purified .....	lb.	—	—	.40	Technical, See Intermediates	lb.	—	—	Phosphate, U.S.P., gran.	lb.	.07 1/2	—	.08
Chlorate .....	lb.	.09	—	.15	Rochelle Salt, crystals, bxs.	lb.	.25	—	Recryst. ....	lb.	.13	—	.14
Chromate, cryst. yellow,	lb.	—	—	.50	Powdered, bbls. ....	lb.	.24	—	Salicylate, U.S.P. ....	lb.	.28	—	.30
tech. 1-lb. c. b. 10.	lb.	—	—	.90	Rosewater, triple .....	gal.	—	1.50	Sulfate (Glauber's Salt).cwt.	—	—	—	1.50
Citrate, bulk, U.S.P. ....	lb.	—	—	.90	Saccharin, U.S.P., soluble.	lb.	2.00	—	Sparteine Sulfate .....	oz.	.90	—	1.50
Glycerophosphate, 75 p.c.	oz.	1.85	—	1.90	U.S.P., Insoluble .....	lb.	2.00	—	Strontium Brom. Cryst., blk.	lb.	—	—	.34
Guaiacol Sulfonate .....	lb.	2.75	—	3.50	Salicin, bulk .....	lb.	4.25	—	Carbonate, pure .....	lb.	.30	—	.35
Hypophosphite, bulk .....	oz.	1.10	—	1.15	Salol, U.S.P., bulk .....	lb.	.60	—	Iodide, bulk .....	lb.	—	—	3.60
Iodide, bulk .....	lb.	2.60	—	3.00	Saltpetre, Double ref. bbls.	lb.	.09 1/4	—	Nitrate, Kegs .....	lb.	.13	—	.14
Lactaphosphate .....	oz.	.90	—	1.00	Saltpetre, U.S.P. ....	lb.	—	122.00	Salicylate, U.S.P. ....	lb.	.40	—	.45
Nitrate, see Saltpetre .....	lb.	.66	—	.70	Santonin, cryst., U.S.P.	lb.	—	122.00	Strychnine Alk., cryst.	oz.	1.85	—	1.95
Oxalate .....	lb.	.27	—	.32	Seidlitz Mixture, bbls.	lb.	—	21 1/4	Acetate .....	oz.	—	—	1.95
Permanganate, U.S.P. ....	lb.	1.30	—	1.35	Silver Nitrate, 500 oz. lots.	oz.	.40	—	Hypophosphite .....	oz.	—	—	2.15
Salicylate .....	lb.	1.00	—	1.10	Nucleinate .....	oz.	.28	—	Hydrochloride .....	oz.	—	—	1.85
Sulfate, C.P. ....	lb.	—	—	1.25	Protein .....	oz.	—	.40	Nitrate .....	oz.	—	—	1.95
Tartrate, powdered .....	lb.	—	—	1.25	Colloidal .....	oz.	—	2.00	Sulfate, crystals, bulk.	oz.	—	—	1.55
Procaine, oz. bottles.	—	7.00	—	7.25	Soap, Castile, white pure.	lb.	.20	—	Sugar of Milk, Powder.	lb.	.18 1/2	—	.20
5 gr. bottles .....	lb.	1.50	—	1.60	Conti's .....	lb.	—	.25	Sulfonal, 100-oz. lots.	oz.	.41	—	.42
Pumice Stone, lump.	lb.	.04	—	.06	Powd., U.S.P., bbls.	lb.	.36	—	Sulfonethymethane, U.S.P.	lb.	7.25	—	7.50
Powdered .....	lb.	.02 1/2	—	.03	Green, U.S.P. ....	lb.	.07 1/2	—	Sulfonmethane, U.S.P. ....	lb.	5.75	—	6.00
Pyridin .....	gal.	2.75	—	3.00	Sodium, Acetate, U.S.P. gran.	lb.	—	.25	Sulfur, roll, bbls.	100 lbs.	2.15	—	2.70
Quinine Sulf., 100-oz. tins.	oz.	—	—	.70	Benzoate, gran., U.S.P.	lb.	.55	—	Flour, 100 p.c. pure.	100 lbs.	2.50	—	3.15
1-oz. tins .....	oz.	—	—	.75	Bicarb., U.S.P., powd., bbls.	lb.	.02 1/4	—	Flowers, 100 p.c. pure.	100 lbs.	3.00	—	3.65
Second Hands, Java.	oz.	.66	—	.67	Bromide, U.S.P., bulk.	lb.	—	.25	Precip., U.S.P. ....	lb.	.21 1/2	—	.22 1/4
Second Hands, Jap.	oz.	—	—	.65	Second Hands .....	lb.	.21	—	Lac Sulfur .....	lb.	.09	—	.10
Second Hands, Amer.	oz.	—	—	.68	Caedylate .....	lb.	4.00	—	Tartar Emetic, tech.	lb.	.34	—	.37
Bisulfate, 100-oz. tins.	oz.	—	—	.70	Caustic, U.S.P., See Sod. Hydroxide	lb.	—	—	U.S.P. ....	lb.	.42 1/2	—	.43
Japanese .....	oz.	—	—	.65	Chlorate, U.S.P. 8th Rev.	lb.	.14	—	Talcum, Amer., bags.	100 lbs.	—	—	1.50
Alkaloid .....	oz.	—	—	1.05	Crystals, c.b., 10.	lb.	.18	—	Purified .....	100 lbs.	—	—	4.00
Acetate .....	oz.	—	—	1.05	Granular, c.b., 10.	lb.	.18	—					
Benzoate .....	oz.	—	—	1.05	Chloride, C. P. ....	lb.	.08	—					
Citrate .....	oz.	—	—	1.05									
Dihydrochloride .....	oz.	—	—	1.05									

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Terpin Hydrate .....	lb.	.63	—	.65
Theobromine Alkaloid .....	lb.	7.25	—	7.70
Thymol, crystals, U.S.P. ....	lb.	6.25	—	6.50
Iodide, U.S.P., bulk .....	lb.	—	—	9.60
Tin, bichloride, see Heavy Chemicals				
Oxide, 500 lb. bbls. ....	—	—	—	.40
Toluene, See Coal Tar Crude				
Tribromphenol .....	lb.	—	—	.90
Trional .....	oz.	.52	—	.53
Witch Hazel, Ext., dble dist., bbl. ....	gal.	1.28	—	1.30
Yohimbine .....	oz.	—	—	215.00
Zinc Carbonate .....	lb.	.16	—	.18
Chloride, U.S.P. ....	lb.	.45	—	.50
Iodide, bulk .....	lb.	3.50	—	3.75
Oxide, U.S.P., bbls. ....	lb.	.10	—	.20
Stearate .....	lb.	.29	—	.35
Sulfate, U.S.P. ....	lb.	.09½	—	.09½

## Heavy Chemicals

## ACIDS

Acetic, 28 p.c., bbls. 100 lbs.	2.75	—	3.00
56 p.c., bbls. ....	5.50	—	6.00
80 p.c., bbls., Com'l. 100 lbs.	8.00	—	8.70
80 p.c., bbls., pure. 100 lbs.	9.75	—	10.00
Glacial, bbls. & clys. 100 lbs.	11.00	—	11.75
Second Hands ....	100 lbs.	—	10.25
Hydrobromic com., 40 p.c. lb.	.40	—	.42
Pure, 40 p.c. ....	.50	—	.52
Hydrofluoric 30 p.c. bbls. lb.	.07½	—	.08
48 p.c. in carboys. ....	.12	—	.13
52 p.c. in carboys. ....	.13	—	.14
60 p.c. in carboys. ....	.16	—	.17
White Acid .....	.34	—	.35
Lactic, 22 p.c. ....	.04½	—	.05
50 per cent pure. ....	.35	—	.35
Technical .....	.15	—	.15
80 p.c. tech. ....	.22	—	.22
Mixed, Nitric .....	.10	—	.11
Sulfuric .....	.08½	—	.09½
Muriatic, 18 deg. clys. 100 lbs.	1.20	—	1.50
20 deg. carboys. ....	1.50	—	1.75
22 deg. carboys. ....	1.90	—	2.50

Acid, Muriatic, Iron Free clys.			
18 deg. ....	100 lbs.	1.50	— 1.75
20 deg. ....	100 lbs.	1.75	— 2.00
22 deg. ....	100 lbs.	2.00	— 2.25
Nitric, 36 deg. carboys. ....	lb.	.06½	— .06½
38 deg. carboys. ....	lb.	.06	— .07
40 deg. carboys. ....	lb.	.06½	— .07½
42 deg. carboys. ....	lb.	.07½	— .08½
Phosphoric, 50 p.c., tech. ....	lb.	.18	— .19
Syrupy, 65 p.c. ....	lb.	.30	— .32
Pyroligneous, Tech. ....	gal.	.12	— .12½
Sulfuric, Tank carlots			
60 deg., f.o.b. wks. ....	ton	11.00	— 16.00
66 deg., f.o.b. wks. ....	ton	13.00	— 20.00
20 p.c. Oleum, f.o.b. wks. ....	ton	23.00	— 25.00
30 p.c. oleum ....	ton	—	37.50
60 p.c. oleum ....	ton	—	75.00
Sulfurous com. ....	lb.	.12	— .14
Tannic, Tech. ....	lb.	.65	— .80
Acetone .....	lb.	.13	— .14
Acetic Anhydride, 85 p.c. ....	lb.	.40	— .45
Acetyl Chloride, Redistilled. ....	lb.	.45	— .50
Alum, ammonia, lump. ....	lb.	.03½	— .04½
Ground .....	lb.	.04	— .04½
Powdered .....	lb.	.04½	— .05
Chrome .....	lb.	.09½	— .12
Potash lump .....	lb.	.04	— .05
Powdered .....	lb.	.04½	— .05½
Ground .....	lb.	.04½	— .05½
Chrome .....	lb.	.12	— .13
Soda, Ground .....	100 lbs.	3.50	— 4.50
Aluminum chloride, carboys. ....	lb.	.04	— .08
Anhydrous .....	lb.	.45	— .60
Sulfate Iron free. ....	100 lbs.	2.00	— 3.50
Commercial .....	100 lbs.	2.25	— 2.50
Aluminum hydrate light. ....	lb.	.22	— .28
Ammonia, Anhydrous .....	lb.	.26	— .45
Ammonium Bifluoride .....	lb.	—	.22
Imported .....	lb.	—	.22
Ammonium Carbonate .....	lb.	.07	— .09½
Ammonia Water, 26 deg. ....	lb.	.07½	— .09½
18 deg. ....	lb.	.06½	— .08½
16 deg. ....	lb.	.05½	— .07½

Ammonium chloride, U.S.P. ....	lb.	.07½	— .10
Nitrate .....	lb.	.08	— .10
Sai Ammoniac, gray. ....	lb.	.07½	— .09
Imported .....	lb.	.07½	— .07½
Granulated, white .....	lb.	.10	— .10½
Imported .....	lb.	.06½	— .07½
Lump .....	lb.	.17	— .19
Sulfate, dbl. bags f.a.s. 100 lbs.	2.40	—	2.50
Dom., Bulk, wks. ....	100 lbs.	—	2.25
Antimony chloride, liq. ....	lb.	.15	— .17
Anhydrous .....	lb.	.50	— .55
Oxide .....	lb.	.07	— .07½
Sulfide, Crimson .....	lb.	—	.60
Golden No. 1. ....	lb.	—	.35
Vermilion .....	lb.	—	.55
Arsenic, white .....	lb.	.07	— .08
Red .....	lb.	.12	— .14
Barium, chloride .....	ton	85.00	— 87.50
Imported .....	ton	—	65.00
Binoxide .....	lb.	.23	— .25
Carbonate works .....	ton	85.00	— 90.00
Imported .....	ton	—	65.00
Nitrate .....	lb.	.10	— .11½
Barytes, floated, white. ....	ton	29.50	— 30.00
Blanc Fixe, dry wks. ....	ton	—	100.00
Bleaching Pd., f.o.b. wks. 100 lbs.	—	—	2.75
Export, F.A.S. ....	100 lbs.	2.75	— 3.00
Second Hands, Spot. ....	100 lbs.	2.50	— 2.60
Second Hands, wks. ....	100 lbs.	—	2.10
Bromine, Purified wks. ....	lb.	—	.27
Calcium Acetate .....	100 lbs.	—	2.00
Carbide .....	lb.	.04½	— .05
Carbonate .....	100 lbs.	1.40	— 2.00
Chloride, solid, f.o.b. N.Y. ....	ton	—	28.75
Granulated, f.o.b. N.Y. ....	ton	—	35.75
Flaked, f.o.b. N.Y. ....	ton	—	35.75
Anhydrous .....	lb.	.14	— .15
Nitrate .....	ton	—	70.00
Chlorine, liquid .....	lb.	.08	— .15
Carbon bisulfide .....	lb.	.07	— .08½
Carbon black .....	lb.	.12	— .20
Carbon tetrachloride .....	lb.	.11½	— .12
Cobalt Oxide .....	lb.	3.00	— 3.10
Copper Carbonate .....	lb.	.27	— .28
Cyanide .....	lb.	.50	— .63
Subacetate (Verdigris) .....	lb.	.24	— .28
Sulfate .....	100 lbs.	5.25	— 6.00

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Electrolyte  
Muriatic (all strengths)  
Nitric (all strengths)  
Aqua Fortis  
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Copperas, wks. ....100 lbs.	.75 — 1.25	Phosphorus Oxychloride ....lb.	.45 — .50	Sodium Chloride, tech. ....ton	— 17.00
Ferric Chloride, crys. ....lb.	.10 1/4 — .11	Sesquisulfide ....lb.	— .42 1/4	Chlorate ....lb.	— .07 1/4
Liquid, 40 deg. ....lb.	.07 — .07 1/4	Trichloride ....lb.	.60 — .65	Cyanide, 96-98 p.c. ....lb.	.28 — .30
Ferrous Chloride, crys. ....lb.	.08 1/2 — .06 1/2	Plaster of Paris. ....bbl.	4.25 — 4.50	Imported, 120 p.c. ....lb.	.19 — .20
Flake White ....lb.	.16 1/2 — .17 1/4	True Dental ....bbl.	4.35 — 4.60	128 p.c. ....lb.	.23 — .25
Fluorspar, powdered ....ton	30.00 — 35.00	Potash Caustic, 88-92 ....lb.	.12 — .14	73-76 p.c. ....lb.	.25 — .26
Acid Grade, f.o.b. mines. ....ton	22.50 — 25.00	Second Hands ....lb.	.05 1/2 — .06	Fluoride ....lb.	.12 — .14
Fuller's Earth, f.o.b. mines. ....ton	16.00 — 17.00	Imported ....lb.	.06 1/2 — .07	Hydrochloric ....lb.	.85 — 1.00
Imported ....ton	35.00 — 40.00	70-75% ....lb.	.10 — .12	Hyposulfite, Crya., bbls. 100 lbs.	3.75 — 4.25
Fusel Oil, crude. ....gal.	— 1.50	Potassium Bichromate ....lb.	.12 — .12 1/4	Granulated ....100 lbs.	4.00 — 4.75
Refined ....gal.	— 3.25	Binoxalate, tech. ....lb.	.40 — .42	Nitrate, crude ....100 lbs.	2.70 — 3.00
Lead Acetate, white cryst. ....lb.	.13 — .13 1/4	Carbonate, 80-85 p.c. ....lb.	.05 1/4 — .06 1/2	Double refined, Gran. ....lb.	.05 1/4 — .05 1/2
White Cakes ....lb.	.12 1/2 — .13	Hydrated ....lb.	— .09	Nitrite ....lb.	.07 1/4 — .10
Granulated ....lb.	.12 1/4 — .13 1/4	*85-90 p.c. ....lb.	— —	Peroxide ....lb.	.35 — .38
Brown Cakes ....lb.	.11 1/2 — .12 1/4	90-95 p.c. ....lb.	— —	Phosphate (trl) ref. ....lb.	.06 1/2 — .07
Arsenate, powdered ....lb.	.17 — .17 1/4	96-98 p.c. ....lb.	.09 — .10	di-Sodium, U.S.P., gran. ....lb.	.08 1/2 — .09
Nitrate ....lb.	.08 1/2 — .09	Chlorate, cryst. ....lb.	.12 — .15	Technical ....lb.	.04 1/2 — .05
Paste ....lb.	— .15	Powdered, American ....lb.	.12 — .15	Mono-Sodium, ref. ....lb.	.25 — .30
Oxide, Litharge, Amer. pd. ....lb.	.08 1/4 — .09	Imported ....lb.	.09 — .10	Prussiate, Yellow ....lb.	.12 1/2 — .14
Red, American ....lb.	.09 1/4 — .09 1/2	Muriate, basis 80 p.c. ....unit	1.00 — 1.10	Silicate, 60 deg. ....100 lbs.	3.12 1/2 — 3.50
Sulfate, basic white. ....lb.	.07 1/4 — .07 1/2	Shipment ....unit	— —	40 deg. ....100 lbs.	1.10 — 2.00
White, Basic Carb., Amer. ....lb.	.08 — .08 1/4	Metabisulfite ....lb.	.40 — .42	Sulfide, 60 p.c. ....lb.	.05 1/4 — .07
dry ....lb.	.10 1/2 — .13	Perchlorate ....lb.	.19 — .20	30 p.c. crystals. ....lb.	.03 1/2 — .03 1/4
in Oil ....lb.	.07 — .07 1/4	Pernanganate, Com'l ....lb.	.32 — .35	Sulfite ....lb.	.04 — .04 1/4
Lithopone ....lb.	.01 — .01 1/4	U.S.P., See Fine Chemicals	— —	Sulfate, G'l'b salt. ....100 lbs.	1.50 — 2.00
Lime, hydrate ....ton	— 2.00	Prussiate, red ....lb.	.30 — .32	Thiocyanate ....lb.	.50 — .85
Acetate ....ton	— 70.00	Yellow ....lb.	.24 — .26	Strontium Nitrate ....lb.	.13 — .14
Nitrate ....ton	.15 — .20	Sulfate ....unit	1.35 — 1.40	Carbonate ....lb.	.29 — .30
Sulfur solution ....gal.	.15 — .20	Titanium Oxalate ....lb.	— .55	Sulfur Chloride, red. ....lb.	.07 — .08
Magnesite ....ton	72.00 — 75.00	Shipment, imptd. ....lb.	— .33	Yellow ....lb.	.06 — .07
Magnesium Sulfate, tech. 100 lbs.	2.25 — 2.75	Salt, tech. ....ton	— 17.00	Sulfur Dioxide liq. cyl. ....lb.	.08 — .09
Imported ....100 lbs.	1.10 — 1.20	Salt Cake, bulk. ....ton	30.00 — 35.00	Sulfur, crude ....ton	20.00 — 25.00
Shipment ....100 lbs.	1.10 — 1.15	Saltpetre ....lb.	.09 1/4 — .12 1/4	Flour Com'l., bbls. ....100 lbs.	1.45 — 2.00
Carbonate, tech. ....lb.	.10 1/2 — .12	Soda Ash, 58 p.c. light. 100 lbs.	2.25 — 2.55	Flowers, 100 p.c. ....100 lbs.	2.25 — 3.05
Chloride, fused ....ton	— 45.00	58 p.c. basis, 48 wks. 100 lbs.	1.72 1/2 — 2.05	Sulfuryl Chloride ....lb.	.25 — .26
Manganese Chloride ....lb.	.20 — .21	Dennse, 58 p.c. bags. 100 lbs.	— 2.35	Tartar Emetic, tech. ....lb.	.34 — .37
Dioxide, 80-94 p.c. ....ton	55.00 — 60.00	58 p.c. basis, 48 wks. 100 lbs.	1.82 1/4 — 2.15	Tin, bichloride ....lb.	.18 — .20
85-90 p.c. ....ton	60.00 — 70.00	Caustic, 76 p.c. ....100 lbs.	— 3.85	Crystals ....lb.	.27 1/4 — .28 1/4
Sulfate ....ton	.20 — .32	Basis, 60 p.c. ....100 lbs.	— 3.50	Oxide ....lb.	.40 — .45
Nickel oxide ....lb.	.40 — .45	Ground, 76 p.c. wks. 100 lbs.	5.00 — 5.25	Whiting ....100 lbs.	1.15 — 1.75
Salts, single ....lb.	.14 — .16	Flake, works, 76 p.c. 100 lbs.	5.00 — 5.25	Zinc, carbonate ....lb.	.16 — .18
double ....lb.	.13 — .15	Sodium Acetate ....lb.	.04 1/2 — .06 1/4	Chloride, Fused ....lb.	.08 — .10
Nitre Cake, bulk wks. ....ton	5.00 — 6.00	Bichromate ....lb.	— .08 1/4	Granulated ....lb.	.11 1/4 — .12
Orange Mineral ....lb.	.14 — .14 1/4	Bicarbonate ....100 lbs.	2.25 — 2.50	Cyanide ....lb.	.45 — .47
Paris Green ....lb.	.24 — .26	Bisulfate, bulk, wks. ....ton	5.00 — 6.00	Oxide, French ....lb.	.11 1/4 — .13 1/4
Phosphorus red ....lb.	.50 — .51	Bisulfite, Powd. ....lb.	.06 — .06 1/2	American ....lb.	.08 1/4 — .11
Yellow ....lb.	.26 — .35	Carbonate Sal. bbls. 100 lbs.	2.00 — 2.25	Sulfate ....lb.	.03 — .08 1/2



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## Crudes

Anthracene 80-85 p.c.	lb.	.75	— 1.00
40-45 p.c.	lb.	.12	— .18
Benzene, C. P.	gal.	.27	— .33
90%	gal.	.25	— .31
Carbazol	lb.	.85	— 1.00
Cresylic Acid, 95 p.c. dark	gal.	.90	— .97
Straw, 97-99 p.c.	gal.	.95	— 1.02
Cresol, U.S.P.	lb.	.18	— .21
Creosote oil	gal.	.26	— .30
Dip. oil	gal.	.37½	— .40
Naphthalene, balls	lb.	.09½	— .10½
Flake	lb.	.08½	— .09½
Second Hands	lb.	.08	— .08½
Phenol, Gov't Surplus	lb.	.12	— .17
Open Market	lb.	.09	— .11
Pitch, various grades	ton	14.00	— 18.00
Solvent naphtha	lb.	.25	— .31
Tar Acid Oil, 25 p.c.	gal.	.39½	— .40
50 p.c.	gal.	.52½	— .56
Toluene, pure	lb.	.28	— .34
Xylene, 10 deg. dist. range	gal.	.45	— .50½
5 deg. dist. range	gal.	.50	— .55½
2 deg. dist. range	gal.	.60	— .66½

## Intermediates

Acid 1, 2, 4	lb.	1.00	— 1.05
Acid, Anthranilic	lb.	1.60	— 1.80
Technical	lb.	1.40	— 1.60
Acid B	lb.	1.10	— 1.25
Acid Benzoic, tech.	lb.	.60	— .65
Acid Broenner's	lb.	1.60	— 1.70
Acid Chloroacetic, tech.	lb.	.50	— .60
Acid Cleves	lb.	1.30	— 1.36
Acid Gamma	lb.	3.25	— 3.50
Acid H	lb.	1.25	— 1.35
Acid Laurent's	lb.	1.00	— 1.06
Acid Metanilic	lb.	1.60	— 1.70

Acid Monosulfonic F (delta)	lb.	2.75	— 3.00
Acid Naphthionic, Crude	lb.	.70	— .75
Refined	lb.	.90	— 1.00
Acid Neville & Winther's	lb.	1.40	— 1.50
Acid Phthalic	lb.	.40	— .45
Anhydride	lb.	.50	— .65
Acid Picramic	lb.	.85	— .90
Acid Picric	lb.	.30	— .45
Acid Salicylic, tech.	lb.	.18	— .22
Acid Sulfanilic, tech.	lb.	.30	— .32
Acid Tobias	lb.	2.25	— 2.35
Acetanilide, tech.	lb.	.22	— .23
p-Aminoacetanilide	lb.	1.90	— 2.00
Aminoazobenzene	lb.	—	1.25
p-Aminophenol	lb.	1.95	— 2.05
Technical	lb.	1.50	— 1.70
Hydrochloride	lb.	2.00	— 2.10
o-Aminophenol	lb.	3.25	— 3.50
Aniline Oil, (drums extra)	lb.	.19	— .27
Aniline Salt	lb.	.26	— .28
p-Anisidine	lb.	3.00	— 3.10
Anthraquinone Subl.	lb.	2.00	— 2.25
Paste, 25 p.c.	lb.	1.00	— 1.10
Bayer's Salt	lb.	1.00	— 1.10
Benzaldehyde, Tech.	lb.	.50	— .60
Second Hands	lb.	—	.45
Benzidine Base	lb.	1.05	— 1.10
Benzidine Sulfate	lb.	.75	— .80
Benzoyl chloride	lb.	1.25	— 1.35
Benzylchloride, redistilled	lb.	.30	— .35
Tech.	lb.	.20	— .25
Bromobenzene	lb.	.60	— .65
Chlorobenzene	lb.	.14	— .16
Chlorhydrin	lb.	—	2.50
Diaminophenol	lb.	5.50	— 6.00
Dianisidine	lb.	6.00	— 6.20
o-Dichlorobenzene	lb.	.15	— .20
p-Dichlorobenzene	lb.	.15	— .25
Dichlorobenzene, mixed	lb.	.07½	— .08
Diethylaniline	lb.	1.40	— 1.50
Dimethylaniline, drums ext.	lb.	.42	— .64
Dimethylsulfate	lb.	.90	— 1.00
Dinitrophenol	lb.	.45	— .60
Dinitrobenzene	lb.	.25	— .27
Dinitrochlorobenzene	lb.	.28	— .30
Dinitronaphthalene	lb.	.33	— .35
Dinitrotoluene	lb.	.25	— .28
Diphenylamine	lb.	.60	— .71
Ethyl Bromide	lb.	.70	— .75
Ethyl Chloride	lb.	1.00	— 1.10
"G" Salt	lb.	.80	— .90
Hydrazobenzene	lb.	1.50	— 2.06
Methyl Chloride	lb.	—	.50
Michler's Ketone	lb.	4.00	— 4.25
Monochlorobenzene	lb.	.14	— .16
Monoethylaniline	lb.	2.00	— 2.10
a-Naphthol, crude	lb.	1.15	— 1.25
Refined	lb.	1.45	— 1.60
b-Naphthol, distilled	lb.	.37	— .45
a-Naphthylamine	lb.	.38	— .43
b-Naphthylamine, tech.	lb.	1.40	— 1.50
Sublimed	lb.	2.25	— 2.50
m-Nitroaniline	lb.	.95	— 1.00
p-Nitroaniline	lb.	.80	— .90
p-Nitroacetanilide	lb.	.62	— .65
Nitrobenzene	lb.	.12	— .14
o-Nitrochlorobenzene	lb.	.35	— .40
p-Nitrochlorobenzene	lb.	.30	— .35
Nitronaphthalene	lb.	.30	— .35
p-Nitrophenol	lb.	.75	— .80
o-Nitrophenol	lb.	.75	— .80
m-Nitro-p-toluidine	lb.	3.25	— 3.50
p-Nitro-o-toluidine	lb.	3.65	— 4.00
p-Nitrosodimethylaniline	lb.	—	—
Nitrotoleuene-s, Mixed	lb.	.16	— .18
o-Nitrotoluene	lb.	.15	— .20
p-Nitrotoluene	lb.	.90	— 1.10
p-Oxy-benzaldehyde	lb.	1.50	— 2.00
p-Phenetidin	lb.	1.35	— 1.50
p-Phenylenediamine	lb.	1.75	— 2.00
m-Phenylenediamine	lb.	1.15	— 1.28
Phenyl-a-Naphthylamine	lb.	2.25	— 2.30
Phosgene	lb.	.45	— .50
Phthalic Anhydride	lb.	.50	— .68
"R" Salt	lb.	.65	— .75
Resorcinol, Technical	lb.	1.75	— 2.00
Sodium o-Chloro-p-toluene sul-	lb.	.25	— .30
fonate	lb.	1.40	— 1.46
Sodium Metanilate	lb.	.70	— .75
Sodium Naphthionate	lb.	.80	— .85
Sodium Picramate	lb.	.80	— .85
Sodium p-toluene sulfonate	lb.	.08	— .10



## BENZENE PRODUCTS

Aniline  
Benzidine Base  
Dianisidine  
Dinitrochlorobenzene  
Diphenylamine  
Meta Phenylenediamine  
Nitrobenzene  
Para Aminophenol  
Para Nitroaniline  
Para Nitrochlorobenzene  
Picric Acid  
Sodium Metanilate  
Sodium Picramate  
Sulfanilic Acid

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## Coal-Tar Dyes

Schaeffer's Salt .....	lb.	.70	— .75
Thiocarbaniide .....	lb.	.42	— .50
o-Toluene Sulfonamide .....	lb.	2.75	— 3.00
p-Toluene Sulfonamide .....	lb.	.60	— .65
p-Toluene Sulfonchloride .....	lb.	.15	— .25
Tolidine .....	lb.	1.36	— 1.40
Sulfate .....	lb.	1.00	— 1.10
Toluidine, Mixed .....	lb.	.45	— .50
o-Toluidine .....	lb.	.25	— .27
p-Toluidine .....	lb.	1.25	— 1.58
m-Toluylenediamine .....	lb.	1.15	— 1.25
Triphenyl Phosphate .....	lb.	.75	— .80
Xylidine .....	lb.	.45	— .50

## Coal-Tar Dyes

## ACID COLORS:

Black .....	lb.	.90	— 1.10
Blue .....	lb.	1.00	— 3.60
Brown .....	lb.	1.25	— 2.00
Fuchsin .....	lb.	2.50	— 3.50
Green .....	lb.	2.70	— 4.00
Orange II .....	lb.	.70	— .80
Orange III .....	lb.	.50	— .60
Red .....	lb.	1.30	— 2.00
Scarlet .....	lb.	.85	— 1.25
Violet .....	lb.	1.60	— 6.80
Azo Yellow .....	lb.	—	— 2.00
Azo Yellow, green shade .....	lb.	3.50	— 4.50
Brilliant Delphine B.S. ....	lb.	3.50	— 4.50
Erythrosin .....	lb.	7.50	— 8.00
Fast Light Yellow, 2-G. ....	lb.	4.00	— 4.25
Fast Red, 6B extra, con't. ....	lb.	1.15	— 1.20
Indigotin, conc. ....	lb.	2.50	— 3.00
Indigotin, paste .....	lb.	1.50	— 1.60
Naphthol Green .....	lb.	—	— 1.95
Naphthylamine Red .....	lb.	6.75	— 7.25
Orange, R. G. ....	lb.	.60	— 1.00
Orange, Y conc. ....	lb.	.70	— .85
Patent Blue, Swiss Type. ....	lb.	7.00	— 10.00
Ponceau .....	lb.	1.00	— 1.15
Scarlet 2R .....	lb.	.85	— .90
Tartarzin, Dom. ....	lb.	1.20	— 1.80
Uranine .....	lb.	10.00	— 11.00
Wool Green S. Swiss. ....	lb.	—	— 5.00

## DIRECT COLORS:

Black .....	lb.	.90	— 1.00
Sky Blue, conc. ....	lb.	—	— 3.00
Sky Blue, 5BX. ....	lb.	—	— 2.00
Blue 2B .....	lb.	.70	— 1.00
Brown R .....	lb.	1.65	— 1.80
Brown G .....	lb.	1.55	— 1.70
Bordeaux .....	lb.	1.75	— 2.50
Fast: Black .....	lb.	—	— 7.50
Fast Pink .....	lb.	3.50	— 4.00
Fast Red .....	lb.	2.35	— 2.50
Fast Yellow .....	lb.	1.50	— 2.25
Yellow .....	lb.	2.00	— 3.50
Violet con't .....	lb.	1.10	— 2.00
Benzopurpurin, 10 B. ....	lb.	3.00	— 3.50
Benzopurpurine, 4 B. ....	lb.	1.50	— 1.60
Chrysophenin, Dom. ....	lb.	2.00	— 2.50
Congo Red 4B Type. ....	lb.	.90	— 1.10
Dianiline Sky Blue F. F. ....	lb.	5.00	— 8.25
Geranine .....	lb.	8.75	— 9.25
Oxamine Violet .....	lb.	7.00	— 8.00

## OIL COLORS:

Black .....	lb.	.70	— 1.00
Blue .....	lb.	1.25	— 2.00
Orange .....	lb.	1.40	— 1.50
Red III .....	lb.	1.65	— 2.00
Scarlet .....	lb.	1.00	— 1.75
Yellow .....	lb.	1.25	— 1.75
Nigrosine, Oil Sol. ....	lb.	.90	— .95

## SULFUR COLORS:

Black .....	lb.	.20	— .30
Blue .....	lb.	.70	— 1.50
Brown .....	lb.	.35	— .45
Green .....	lb.	1.00	— 2.00
Yellow .....	lb.	.90	— 1.00

## CHROME COLORS:

Alizarin Blue, bright. ....	lb.	5.00	— 5.50
Alizarin, medium .....	lb.	4.50	— 5.00
Alizarin Brown, conc. ....	lb.	—	— 2.50
Alizarin Cyanine .....	lb.	10.00	— 12.00
Alizarin Orange .....	lb.	1.55	— 1.90

Alizarin Red, 20 p.c. Paste. ....	lb.	1.10	— 1.25
Alizarin Yellow G. ....	lb.	.85	— 1.00
Alizarin Yellow R. ....	lb.	1.25	— 1.35
Chrome Black, Dom. ....	lb.	1.25	— 1.35
Chrome Blue .....	lb.	1.00	— 2.00
Chrome Brown .....	lb.	1.40	— 1.65
Chrome Green, Dom. ....	lb.	1.50	— 3.00
Chrome Red .....	lb.	1.75	— 2.00
Chrome Yellow .....	lb.	.65	— 1.00
Gallocyanin .....	lb.	2.80	— 3.50

## BASIC COLORS:

Alkali Blue, conc. ....	lb.	6.00	— 6.50
Auramine O .....	lb.	2.50	— 3.25
Auramine OO .....	lb.	4.15	— 4.25
Bismarck Brown R. ....	lb.	.70	— .90
Bismarck Brown G. ....	lb.	1.00	— 1.25
Brilliant Green Crystals. ....	lb.	3.50	— 4.00
Chrysoidin R .....	lb.	.75	— .90
Chrysoidin Y .....	lb.	.75	— .85
Crystal Violet .....	lb.	5.00	— 6.00
Emerald Green, Crystals. ....	lb.	8.00	— 8.50
Indigo 20 p.c. paste. ....	lb.	.50	— .60
Fuchsin Crystals, Dom. ....	lb.	4.00	— 4.50
Fuchsin Base .....	lb.	4.00	— 4.50
Malachite Green, Crystals. ....	lb.	2.50	— 2.75
Malachite Green, Powd. ....	lb.	2.25	— 2.50
Methylene Blue, tech. ....	lb.	2.50	— 2.75
Methyl Violet, 3B. ....	lb.	2.25	— 2.50
Methyl Violet, 6B. ....	lb.	4.50	— 5.00
Nigrosine, spts. sol. ....	lb.	—	— .70
Nigrosine, water sol., blue. ....	lb.	—	— .60
Phosphine G., Domestic. ....	lb.	7.00	— 10.00
Rhodamine B. ex. con't. ....	lb.	16.00	— 20.00
Safranin .....	lb.	3.50	— 4.50
Victoria Blue B. ....	lb.	5.00	— 5.50
Victoria Blue, base, Dom. ....	lb.	6.00	— 6.50
Victoria Blue, crys. ....	lb.	6.00	— 6.50
Victoria Green .....	lb.	2.50	— 5.00
Victoria Red .....	lb.	7.00	— 8.00
Victoria Yellow .....	lb.	7.00	— 8.00
Violamine R & B. ....	lb.	—	— 6.00

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## Dyestuffs

## Natural Dyestuffs

Annatto, fine .....	lb.	.30	—	.31
Seed .....	lb.	.04	—	.05
Carmine No. 40.....	lb.	5.00	—	5.25
Cochineal .....	lb.	.60	—	.62
Gambler, see tanning.				
Indigo, Bengal .....	lb.	—	—	2.25
Oudes .....	lb.	1.90	—	2.00
Guatemala .....	lb.	1.75	—	1.85
Kurpahs .....	lb.	1.50	—	1.60
Madras .....	lb.	.85	—	.95
Madder, Dutch .....	lb.	.25	—	.27
Nutgalls, blue Aleppo.....	lb.	14	—	15
Chinese .....	lb.	.16	—	.17
Quercitron Bark, see tanning.				
Turmeric, Madras .....	lb.	.06½	—	.06¾
Aleppy .....	lb.	.06¾	—	.07

## Dyewoods

Barwood .....	lb.	.05½	—	.06¼
Camwood, chips .....	lb.	.12	—	.16
Fustic, sticks .....	ton	37.00	—	38.00
Chips .....	lb.	.04	—	.06
Hypernic, chips .....	lb.	.06½	—	.07
Logwood Sticks .....	ton	30.00	—	40.00
Chips .....	lb.	.03	—	.05
Quercitron Bark, see tanning				
Red Saunders .....	lb.	.22	—	.23

## Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.				
Archil, Double .....	lb.	.20	—	.23
Triple .....	lb.	—	—	.19
Concentrated .....	lb.	.24	—	.27

Dutch, Mangrove, see Tanning				
Rangoon, boxes .....	lb.	.15	—	.18
Liquid .....	lb.	.10	—	.11
Tablet .....	lb.	.13	—	.14
Judbear, French .....	lb.	—	—	—
English .....	lb.	.24	—	.26
Concentrated .....	lb.	—	—	—
Flavine .....	lb.	.90	—	1.25
Fustic, Solid .....	lb.	.19	—	.23
Crystals .....	lb.	.25	—	.35
Liquid, 51 deg. ....	lb.	.11	—	.15
Gall .....	lb.	.23	—	.25
Hematin Extract 51 deg.....	lb.	.12	—	.14
Crystals .....	lb.	.20	—	.27
Hypernic, liquid, 51 deg.....	lb.	.20	—	.30
Logwood, solid .....	lb.	.15	—	.23
51 deg., Twaddle.....	lb.	.09	—	.13
Jasge Orange, Extract 42 deg.....	lb.	.09	—	.16
Crystals .....	lb.	—	—	.20
Persian Berries .....	lb.	.40	—	.42
Quebracho, see tanning.				
Quercitron, 51 deg.....	lb.	.07½	—	.08½
Powdered, 100 p.c. ....	lb.	.12	—	.16

## Miscellaneous Dyestuffs

Albumen, Egg, edible.....	lb.	.52	—	.55
*Technical .....	lb.	.35	—	.40
Blood, imported .....	lb.	—	—	—
Domestic .....	lb.	.40	—	.42
Prussian blue .....	lb.	.80	—	.85
Soluble .....	lb.	1.00	—	1.25
Spray yolk .....	lb.	.30	—	.35
Turkey Red Oil.....	lb.	.11	—	.15
Zinc Dust, prime heavy.....	lb.	.12	—	.14
100-lb. tins .....	lb.	—	—	.13¾
320-lb. cases .....	lb.	—	—	.12¾
Carload lots .....	lb.	—	—	.12

## Dextrins and Starches

British Gum .....	per 100 lbs.	3.45	—	3.83
Dextrin, Corn, white or yellow .....	per 100 lbs.	3.15	—	3.53
Potato, white or canary.....	lb.	.07½	—	.09
Starch, Powd. bags.....	100 lbs.	2.43	—	2.81
Pearl, bags .....	100 lbs.	2.33	—	2.71
Potato, Domestic .....	lb.	.05	—	.05½
Imported, duty paid.....	lb.	.05	—	.05¾
Tapioca flour, high grade.....	lb.	.04¾	—	.05¾
Medium grade .....	lb.	.03	—	.04
Low grade .....	lb.	.02½	—	.03

## Tanning Woods

Algarobilla .....	ton	—	—	—
Divi Divi .....	ton	42.00	—	45.00
Hemlock Bark .....	ton	16.00	—	18.00
Mangrove, African, 38 p.c.....	ton	—	—	40.00
Bark, S. A. ....	ton	—	—	—
Myrobalans, J1 .....	ton	—	—	25.00
J2 .....	ton	—	—	22.00
B1 .....	ton	—	—	24.00
B2 .....	ton	—	—	21.00
R2 .....	ton	—	—	17.00
Oak Bark .....	ton	20.00	—	23.00
Ground .....	ton	—	—	25.00
Quercitron Bark rough.....	ton	—	—	10.00
Ground .....	ton	20.00	—	25.00
Sumac, Sicily, 28 p.c. ton.....	ton	—	—	70.00
Virginia, 25 p.c. tan.....	ton	60.00	—	65.00
Valonia Cups 28-33 p.c.....	ton	30.00	—	35.00
Beard, 40 p.c. ....	ton	—	—	45.00
Wattle Bark .....	ton	—	—	45.00

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## Fixed Oils

## Tanning Extracts

Chestnut, clarified, 25 p.c. tan, bbls., f.o.b. wks.....lb.	.0234	— .03
Powdered, 60 p.c. ....lb.	.06	— .06½
Decolorized .....lb.	.09	— .09½
Gambler, 25 p.c. tan liq.....lb.	.07½	— .08½
Common .....lb.	.05¼	— .06
Cubes, Singapore .....lb.	.08	— .08½
Hemlock, 25 p.c. tan works.....lb.	.05	— .05¼
Larch, 25 p.c. tan.....lb.	.04¼	— .04½
Crystals, 50 p.c. tan.....lb.	.08	— .08¼
Mangrove, 55 p.c. tan.....lb.	.09½	— .10
Liquid, 33 p.c. tan.....lb.	.06½	— .07¼
Myrobalans, liq., 25 p.c.tan.....lb.	.05½	— .06
Solid, 50 p.c. tan.....lb.	.10	— .10½
Oak Bark, liquid, 23-25 p.c.tan.....lb.	.05¼	— .05½
Tanks' .....lb.	.04¼	— .04½
Quebracho, liquid, 35 p.c. tks.....lb.	.04	— .04½
Barrels .....lb.	.04½	— .05
35 p.c. tan, bleaching.....lb.	.03	— .03½
Solid, 65 p.c. tan ordinary.....lb.	—	— .04¼
Clarified .....lb.	—	— .05¼
Spruce, liquid, 25 p.c. tan, works, tanks .....lb.	.01½	— .01¾
Powd., 50 p.c. tan.....lb.	.02	— .02¼
Sumac, liquid, .....lb.	.07	— .09

## Animal and Fish Oils

(Carloads)

Cod Newfoundland .....gal.	.46	— .48
Domestic, prime .....gal.	—	—
Cod Liver, Newfoundland.....bbl.	—	—
Norwegian .....bbl.	—	—
Degras, American .....lb.	.05	— .05¼
English .....lb.	.05½	— .06
Neutral .....lb.	—	—

Herring .....gal.	—	.25
Horse .....lb.	.05¼	— .06¼
Lard prime .....gal.	1.20	— 1.25
Off prime .....gal.	.81	— .84
No. 1 .....gal.	—	.65
Extra, No. 1.....gal.	—	.70
No. 2 .....gal.	—	.60
Menhaden, Light strained.....gal.	.43	— .45
Yellow, bleached .....gal.	.45	— .47
Extra, bleached, winter.....gal.	.47	— .49
Blown .....gal.	—	.52
Crude, f.o.b. works, bbls.....gal.	.30	— .33
Neatsfoot, 20 deg.....gal.	—	1.00
30 deg., cold test.....gal.	—	.95
40 deg., cold test.....gal.	—	.90
Pure .....gal.	—	.80
Oleo, Oil, No. 1.....lb.	.11	— .11¼
No. 2 .....lb.	.09	— .09½
No. 3 .....lb.	—	.07¼
Red Distilled .....lb.	—	.06¾
Saponified .....lb.	—	.07
Sod .....gal.	.53	— .55
Sperm bleached winter		
38 deg., cold test.....gal.	—	1.73
45 deg., cold test.....gal.	—	1.68
Stearic Acid, single pressed.....lb.	—	.08¾
Double pressed .....lb.	—	.09½
Triple pressed .....lb.	.10¾	— .11
Tallow, acidless .....gal.	—	.70
Whale, natural winter.....gal.	—	.63
Bleached, winter .....gal.	—	.69
Crude, No. 1 tanks, Coast.....lb.	.04¼	— .04¾
No. 2 .....lb.	.03¾	— .04¼

## Greases, Lards, Tallows

(New York Markets)

Grease, white .....lb.	—	.06½
Yellow .....lb.	.04¼	— .04¾
Brown .....lb.	.03½	— .03¾
House .....lb.	—	.04
Bone .....lb.	—	.04

Lard City, Steam.....lb.	—	.11¾
Compound .....lb.	.09½	— .10
Stearine, lard .....lb.	—	.13¼
Oleo .....lb.	.07¾	— .08
Tallow, edible .....lb.	—	.07¾
*City, Special, loose.....lb.	.05¼	— .05½

(Chicago Markets)

Tallow, edible .....lb.	—	.06½
City Fancy .....lb.	—	.06¾
Prime Packers .....lb.	—	.05½
Grease, Choice White.....lb.	.05½	— .05¾
"B" White .....lb.	.04½	— .04¾
Yellow .....lb.	.03¾	— .04
Brown .....lb.	.03	— .03¼
Bone .....lb.	.03	— .03¼
House .....lb.	.02½	— .03¼
Stearine, prime Oleo.....lb.	—	.07¾
Lard .....lb.	.09½	— .10

## Vegetable Oils

Castor, No. 1 bbls.....lb.	.09	— .10
Cases .....lb.	—	.11
No. 3 .....lb.	.08½	— .08¾
China Wood Oil, bbls.....lb.	.14¾	— .15
Coast, bbls, .....lb.	.10¾	— .11
Orient to N. Y., bbls.....lb.	—	.11½
Coconut Dom., Ceylon, bbls.....lb.	.10½	— .10¾
*Tanks, Spot .....lb.	.09¾	— .10
Cochin, bbls, Dom.....lb.	.11	— .11½
*Tanks .....lb.	.10	— .10¾
Manila, tanks, coast.....lb.	.08½	— .08¾
Edible .....lb.	.13	— .13¾
Copra, Pacific Coast .....lb.	.04¼	— .04¾
Corn, refined, bbls.....lb.	.10	— .10½
Crude Tanks Shipping pt.....lb.	.05½	— .05¾
Barrels .....lb.	.06¾	— .07
Crude, bbls., N. Y.....lb.	.08	— .08¾
Cottonseed, Crude, f.o.b. mills, in buyers' tanks.....lb.	.05½	— .05¾
Prime Summer, Yel. bbls.....lb.	.07¼	— .08
*White .....lb.	—	—
Winter yellow .....lb.	.07½	— .08
*Nominal		



Formic Acid 90%  
Oxalic Acid Imported  
Barium Chloride Prime White Cryst.  
Naphthalene Flakes and Balls Refined  
Acetate Soda  
Barium Nitrate  
Strontia Nitrate  
Red Prussiate Potash  
Caustic Potash 88/92%  
Red Arsenic "Hoboken Brand"  
Caustic Soda Fused and Granular  
Permanganate Potash U.S.P. and Tech.  
Sal Ammoniac Gran. White  
and Rough Gray

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**ROESSLER & HASSLACHER**  
**CHEMICAL CO.**

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NEW YORK

**NICHOLS COPPER CO.***Refiners of Copper*

Manufacturers of

**Copper Sulphate**

(Blue Vitriol)

**Guaranteed 99% Pure**Its high copper content makes for economy  
and the best service.**25 BROAD STREET, NEW YORK**

Telephone Broad 2620

Cable "ACIDSMELL"

## Naval Stores and Fertilizers

Linseed, raw car lots.....gal.	.75	—	.77
5 barrel lots.....gal.	.78	—	.80
Boiled, 5-bbl. lots.....gal.	.80	—	.82
Double Boiled, 5-bbl. lots.....gal.	.81	—	.83
Raw tanks.....gal.	.68	—	.70
English, Shipments, bbls.....gal.	—	—	.58
Olive, denatured.....gal.	1.45	—	1.55
Edible.....gal.	1.75	—	2.00
Foots.....lb.	.10	—	.10 $\frac{1}{4}$
Shipment.....lb.	.08	—	.08 $\frac{1}{2}$
Palm Lagos, casks.....lb.	.07 $\frac{1}{2}$	—	.07 $\frac{3}{4}$
*Henin.....lb.	—	—	—
Niger.....lb.	.06 $\frac{1}{4}$	—	.06 $\frac{1}{2}$
Palm Kernel, domestic.....lb.	—	—	—
*Imported.....lb.	—	—	.10
Peanut Oil, refined.....lb.	.10	—	.10 $\frac{1}{4}$
Crude, f.o.b. mills tanks.....lb.	.05 $\frac{1}{4}$	—	.06
*Oriental, coast, tanks.....lb.	.06	—	.06 $\frac{1}{4}$
Crude, Bbls., spot.....lb.	.08	—	.08 $\frac{1}{2}$
Perilla, coast tanks.....lb.	.06 $\frac{1}{4}$	—	.06 $\frac{1}{2}$
Bbls., N. Y.....lb.	.07 $\frac{1}{2}$	—	.08
Poppy Seed.....gal.	3.00	—	3.25
Rapeseed, ref'd bbls.....gal.	.90	—	.95
Tanks Coast.....lb.	—	—	—
Blown, bbls., 8 lbs.....gal.	1.00	—	1.05
*Sesame, domestic, edible.....gal.	1.75	—	1.80
*Imported.....lb.	—	—	—
Soya Bean, tanks, Coast, June lb.	.05 $\frac{1}{4}$	—	.05 $\frac{3}{4}$
Futures.....lb.	—	—	—
New York, bbls., crude.....lb.	.07 $\frac{1}{4}$	—	.08 $\frac{1}{4}$
Edible.....lb.	.08 $\frac{1}{2}$	—	.09
Walnut, Crude.....lb.	.11	—	.12

## OIL CAKE AND MEAL

*Cottonseed Cake, f.o.b. Texas.....	—	—	—
f.o.b. New Orleans.....	—	—	—
Cottonseed, Meal, f.o.b. Atlanta.....	30.00	—	35.00
Columba.....	—	—	—
New Orleans.....	—	—	—
*Corn Cake.....short ton	—	—	—
Meal Chicago.....short ton	—	—	—
Linseed cake, dom.....short ton	—	—	32.00
Linseed Meal.....short ton	—	—	35.00
*Nominal.....	—	—	—

## Naval Stores

(Carloads ex-dock)

Spirits Turpentine in bbls.gal.	—	—	.66
Wood Turpentine, steam dis- tilled, bbls.....gal.	—	—	.64
Destructive distilled, bbls.gal.	—	—	.62
Pitch, Prime.....bbl.	—	—	7.00
Rosins, B.....	—	—	5.10
D.....	—	—	5.50
E.....	—	—	5.70
F.....	—	—	5.75
G.....	—	—	5.80
H.....	—	—	5.85
I.....	—	—	6.00
K.....	—	—	6.50
M.....	—	—	6.65
N.....	—	—	6.70
WG.....	—	—	—
WW.....	—	—	—
Rosin Oil, first run.....gal.	—	—	.36
Second run.....gal.	—	—	.38
Tar, kiln-burnt.....bbls.	—	—	12.50
Retort.....bbl.	—	—	12.50

## Fertilizer Materials

Ammonium Sulfate, Bulk & dble bags.....100 lbs.	2.75	—	3.00
Blood, dried, f.o.b. N.Y.....unit	—	—	3.50
Bone, 3 and 50, ground, raw.....ton	—	—	45.00
Cyanamide wks.....unit	—	—	4.50
Fish Scrap, dom., dried, f.o.b. works.....unit	3.50	&	.10
Nitrate Soda.....100 lbs.	2.70	—	3.00
Tankage, high-grade, f.o.b. Chicago.....unit	2.75	&	.10

Phosphate Rock—			
Florida pebble, 68 p.c.....ton	11.00	—	11.80
Tennessee, 78-80 p.c.....ton	15.00	—	15.50
Potassium muriate, 80 p.c.....unit	1.00	—	1.10
Shipment.....unit	—	—	—
Sulfate.....unit	1.75	—	1.90

## Metals

Tin Stralts.....cwt.	—	—	33.37 $\frac{1}{4}$
Banca.....cwt.	—	—	—
American, pure.....cwt.	—	—	—
99 p.c. pure.....cwt.	—	—	—
Copper Prime Lake.....cwt.	13.00	—	13.25
Electrolytic.....cwt.	—	—	13.25
Casting.....cwt.	—	—	12.25
Lead Amer. S. & R. Co.....cwt.	—	—	—
Open Mkt. Price.....cwt.	—	—	5.00
Zinc (Spelter) Shipment.....cwt.	—	—	—
Spot.....cwt.	—	—	5.20
Antimony, Jap. & Chinese.....cwt.	5.25	—	5.50
Aluminum, 98-99% Remelted Virgin.....cwt.	23.00	—	24.00
98-99% Remelted.....cwt.	—	—	—
Remelted No. 12.....cwt.	—	—	—
Powdered.....cwt.	—	—	37.00
Magnesium, 99 p.c.....lb.	—	—	1.65
Manganese ore.....unit	—	—	.30
Nickel Ingot.....cwt.	—	—	41.00
Shot.....cwt.	—	—	43.00
Electrolytic.....cwt.	—	—	45.00
Bismuth, (See Fine Chemical Prices)			
Cadmium.....lb.	1.40	—	1.50
Cobalt.....lb.	—	—	4.50
Mercury.....Bask	47.00	—	—
Platinum, pure.....oz.	72.00	—	75.00
Iridium.....oz.	—	—	300.00
Palladium.....oz.	65.00	—	70.00
Tungsten, ore per short ton unit	—	—	—
Wolframite, Chinese.....	—	—	3.25
Bolivian.....	—	—	4.00
Scheelite, Amer.....	—	—	—
Japanese.....	—	—	—
Silver.....oz.	—	—	99 $\frac{1}{4}$
Foreign.....oz.	—	—	62 $\frac{1}{4}$

FOR PROMPT AND FUTURE DELIVERY

Caustic Potash  
Permanganate of Potash  
Sal Ammoniac  
Wood Flour

A. KLIPSTEIN & COMPANY  
644-652 GREENWICH STREET  
NEW YORK CITY



## Crude Drugs

## Crude Drugs

## MISCELLANEOUS

Agar, Agar, No. 1.....lb.	.55	—	.55
No. 2.....lb.	.48	—	.50
No. 3.....lb.	.39	—	.40
Agaric, white.....lb.	—	—	1.65
Almonds, bitter.....lb.	.32	—	.33
Sweet.....lb.	.35	—	.37
Meal.....lb.	—	—	.35
Ambergris, black.....oz.	—	—	8.00
Grey.....oz.	—	—	25.00
Areca Nuts.....lb.	.10	—	.11
Powdered.....lb.	.16	—	.17
Ralm of Gilead Buds.....lb.	.90	—	1.00
Burgundy Pitch, Dom.....lb.	.04	—	.04½
Cantharides, Chinese.....lb.	.70	—	.75
Powdered.....lb.	.85	—	.90
Russian, whole.....lb.	—	—	2.00
Powdered.....lb.	—	—	2.25
Castoreum.....lb.	—	—	4.00
Charcoal Willow, powdered.....lb.	.06	—	.07
Wood, powdered.....lb.	.04	—	.05
Civet.....oz.	2.75	—	3.00
Colocynth, Apples.....lb.	.35	—	.37
Pulp, U.S.P.....lb.	.34	—	.36
Spanish Apples.....lb.	—	—	—
Cuttlefish Bone, Trieste.....lb.	.20	—	.22
Jewelers, large.....lb.	.80	—	.85
Small.....lb.	.80	—	.85
French.....lb.	.20	—	.22
Dragon's Blood, Mass.....lb.	.30	—	.35
Reeds.....lb.	.75	—	.85
Ergot, Russian.....lb.	—	—	—
Spanish.....lb.	—	—	1.25
Grains of Paradise.....lb.	.19	—	.22
Guarana.....lb.	—	—	.80
Honey Calif.....lb.	.10	—	.11

Hops, N. Y., prime.....lb.	.25	—	.30
Pacific Coast, prime.....lb.	.25	—	.30
Isinglass, American (see Agar Agar)			
Russian.....lb.	—	—	10.00
*Kamala.....lb.	—	—	5.50
Kola Nuts, West Indies.....lb.	.07	—	.08
Leeches.....C.	5.00	—	7.00
Lupulin.....lb.	—	—	1.50
Lycopodium.....lb.	3.75	—	3.80
Manna, large flake.....lb.	—	—	.95
Small flake.....lb.	.40	—	.42
Moss, Iceland.....lb.	.09	—	.10
Irish, Bleached.....lb.	.10	—	.11
Musk, pods, Cabardine.....oz.	17.00	—	18.00
Tonquin.....oz.	26.00	—	28.00
Grain, Cab.....oz.	26.00	—	27.00
Tonquin.....oz.	40.00	—	42.00
Synthetic, See Aromatic Chemicals			
Nutgalls, Chinese.....lb.	.17	—	.20
Aleppy.....lb.	.14	—	.16
Nux Vomica, whole.....lb.	—	—	.14
Powdered.....lb.	—	—	.25
Quassia Chips.....lb.	—	—	.09
Sandalwood, Chips.....lb.	—	—	.50
Ground.....lb.	—	—	.60
Scammony, resin.....lb.	—	—	2.25
Spermaceti, blocks.....lb.	.28	—	.30
Storax, liquld, tech.....lb.	—	—	1.25
Gen., U.S.P.....lb.	—	—	1.75
Tamarinds, bbls.....lb.	—	—	.08½
Kegs.....per keg	—	—	5.25
Tar, Barbadoes.....gal.	2.00	—	2.10
Turpentine, Venice, True.....lb.	2.00	—	2.50
Artificial.....lb.	.13	—	.15
Spirits, See Naval Stores			
*Nominal			

## BALSAMS

Copalba, Para.....lb.	.25	—	.26
South American.....lb.	.33	—	.35
Fir, Canada.....gal.	—	—	14.00
Oregon.....gal.	1.60	—	1.75
Peru.....lb.	1.50	—	1.65
Tolu.....lb.	.35	—	.40

## BARKS

Angostura.....lb.	—	—	.25
Basswood Bark, pressed.....lb.	.17	—	.18
Barberry.....lb.	—	—	.58
Bayberry.....lb.	.17	—	.18
Blackhaw of Root.....lb.	.38	—	.40
of Tree.....lb.	.21	—	.22
Buckthorn.....lb.	.10	—	.11
Canella.....lb.	—	—	.50
Cascara Sagrada.....lb.	.12	—	.16
Cascarilla, quills.....lb.	.45	—	.46
Siftings.....lb.	.30	—	.32
Chestnut.....lb.	.10	—	.10½
Cinchona, quills.....lb.	.35	—	.40
Broken.....lb.	.30	—	.38
*Yellow "quills".....lb.	—	—	—
Broken.....lb.	—	—	.40
*Maracaibo, yellow, powd.....lb.	—	—	—
Condurango.....lb.	.10	—	.11
Cotton Root.....lb.	.18	—	.20
Cramp (true).....lb.	.60	—	.65
Cramp (so-called).....lb.	.13	—	.15
Dogwood, Jamaica.....lb.	.10	—	.11
Elm, Select, bbls.....lb.	—	—	.60
Grinding.....lb.	.20	—	.22
Powdered.....lb.	.25	—	.28
Fringe Tree.....lb.	.45	—	.48
Hemlock.....lb.	.07	—	.08
Lemon Peel.....lb.	.10	—	.10½
Mexereon.....lb.	—	—	.12
Oak, red.....lb.	.08	—	.08½
White.....lb.	.08	—	.08½
*Nominal			

## Acetic Acid

Commercial—Redistilled  
Pure—Glacial

MANUFACTURED BY

The GRASSELLI CHEMICAL  
COMPANY

NEW YORK CLEVELAND CHICAGO

The Grasselli Chemical Co., Ltd.

TORONTO

MONTREAL

## ACIDS

Formic  
Phosphoric  
Oxalic-Anhydrous  
Oxalic-Crystalline

Ammonium Phosphate  
Baking Powder Chemicals  
Epsom Salts

VICTOR CHEMICAL WORKS

New York

CHICAGO

St. Louis

## Crude Drugs

Orange Peel, bitter.....lb.	.10	—	.11
Sweet .....	.06½	—	.08
Prickly Ash, Southern.....lb.	.22	—	.23
Northern .....	.25	—	.26
Pomegranate of Root.....lb.	.18	—	.20
of Fruit .....	.18	—	.20
Sassafras, ordinary .....	.23	—	.25
Select .....	.30	—	.32
Simaruba .....	—	—	.20
Soap whole .....	.07	—	.08½
Cut .....	.11	—	.12
Crushed .....	.12	—	.13
Wahoo of Root.....lb.	.80	—	.82
of Tree .....	.30	—	.32
Willow, Black .....	.06	—	.06½
White .....	.15	—	.16
White Pine Rossed.....lb.	.06	—	.06½
White Poplar .....	.04	—	.04½
Wild Cherry—			
Thin Green Rossed.....lb.	.19	—	.20
Thick Rossed .....	.12	—	.13
Thin Natural .....	.19	—	.12
Thick Natural .....	.07	—	.08
Witch Hazel .....	.08	—	.09

## BEANS

Calabar .....	—	—	.20
Cassia Fistula .....	.09	—	.10
Castor .....	.03	—	.03½
St. Ignatius .....	—	—	.35
St. John's Bread .....	.03	—	.06
Tonka, Angostura .....	1.30	—	1.35
Para .....	1.60	—	1.10
Surinam .....	.80	—	.90
Vanilla, Mexican, whole.....lb.	3.75	—	4.25
Cuts .....	3.90	—	3.50
Bourbon .....	1.60	—	1.70
South American .....	2.75	—	3.00
Tahiti, Yellow Label.....lb.	1.10	—	1.25
Green Label .....	1.10	—	1.25

## BERRIES

Cubeb, ordinary .....	1.00	—	1.10
XX .....	1.10	—	1.20
Powdered .....	1.10	—	1.15
Fish .....	.14	—	.15
Horse, Nettle, dry.....lb.	.45	—	.50
Juniper .....	.03¾	—	.04
Laurel .....	.08	—	.10
Poke .....	—	—	.20
Prickly Ash .....	.12	—	.13
Raspberries, dried .....	.45	—	.50
Saw Palmetto .....	.15	—	.16
Sloe .....	.20	—	.22

## FLOWERS

Arnica .....	.14	—	.15
Borage .....	.35	—	.40
Calendula Petals .....	—	—	.95
Chamomile German .....	—	—	.25
Hungarian .....	.20	—	.25
Roman .....	.28	—	.30
Clover Tops .....	.11	—	.12
Dogwood .....	.17	—	.18
Elder .....	.35	—	.45
Insect, open whole.....lb.	.28	—	.30
Closed whole .....	—	—	—
Powder			
Flowers and stems, 50 p.c.lb.	—	—	.25
100 p.c. Pure.....lb.	.36	—	.37
Kouso .....	—	—	—
Lavender .....	.24	—	.25
Linden, with Leaves.....lb.	.15	—	.16
Without Leaves .....	.28	—	.30
Malva, blue .....	.48	—	.55
*Black .....	—	—	—
Mullein .....	—	—	1.00
Orange .....	—	—	1.25
Poppy, red .....	.70	—	.75
Saffron, American .....	—	—	.80
Valencia .....	—	—	.35
Tilla (see Linden)			
*Nominal			

## GUMS

aloes, Barbados .....	—	—	.75
Cape .....	.11	—	.12
Curacao, cases .....	.08	—	.08½
Socotrine, whole .....	—	—	.50
Ammoniac, tears .....	—	—	1.80
Powdered .....	—	—	—
Arabic, firsts .....	.27	—	.28
Seconds .....	.24	—	.25
Sorts Amber .....	.11	—	.12
Powdered, U.S.P. ....lb.	.21	—	.23
Asafoetida, whole, U.S.P.....lb.	.40	—	.50
Powdered .....	.90	—	1.00
Benzoin, Siam .....	.80	—	1.00
Sumatra .....	.24	—	.25
Camphor, ref., See fine chem. list			
Catechu .....	.11	—	.16
Chicle .....	.80	—	1.00
Damar .....	.17	—	.18
Euphorbium .....	—	—	.22
Powdered .....	—	—	.60
Galbanum .....	—	—	1.35
Gambier .....	.07½	—	.08
Gamboge .....	—	—	1.10
Guaiac .....	.40	—	.42
Hemlock .....	.83	—	.90
Kino .....	—	—	.50
Mastic .....	.55	—	.60
Myrrh, Select .....	.50	—	.55
Sorts .....	.45	—	.46
Olibanum, siftings .....	.12	—	.13
Tears .....	.15	—	.17
Opium, See fine chem. list			
Sandarac .....	.35	—	.40
Spruce .....	—	—	1.00
Storax, Tech. cases, See Misc'l. Drugs			
Thus .....	.06½	—	.07
Tragacanth, Aleppo first .....	3.60	—	3.75
Seconds .....	2.75	—	2.90
Powdered .....	1.60	—	1.75

***"Our latest additions to the  
Level Dyeing Acid Color Series"***

**CHEMCO BRILLIANT BLUE A**

similar to pre-war Patent Blue, can be dyed neutral, acid, chromate, chrome mordant and afterchromed.

**CHEMCO CYANINE 6 B**

a brilliant Blue especially of value in the production of bright Blue shades fast to fulling.

**CHEMCO FAST ACID VIOLET 10 B**

of general interest to both wool and silk dyers on account of its level dyeing properties in a Sulphuric Acid bath.

**CHEMCO FUCHSINE G EXTRA**

a very bright Red of especial interest in the production of Brown and mode shades.

**CHEMCO FAST YELLOW G EXTRA**

the well known Fast Yellow which is very fast to light and a very level dyeing color.

**The Chemical Company of America, Inc.**

PROVIDENCE OFFICE NEW YORK OFFICE PHILADELPHIA OFFICE

8 Union St., Providence, R. I. 46 Murray St., N. Y. C. 250 South Broad St., Phila.

## Crude Drugs

## SHELLAC

D. C. ....lb.	.90	—	1.00
Diamond "I" ....lb.	.90	—	1.00
Fine Orange ....lb.	.72	—	.75
Second Orange ....lb.	.66	—	.70
T. N. ....lb.	.68	—	.70
Button ....lb.	.85	—	.90
Regular bleached ....lb.	.70	—	.75
Bone Dry ....lb.	.76	—	.78

## LEAVES AND HERBS

Aconite ....lb.	.45	—	.50
Balmomy ....lb.	.15	—	.16
Ray, true ....lb.	—	—	—
Belladonna ....lb.	.25	—	.30
Boneset, leaves and tops....lb.	.11	—	.12
Buchu, short ....lb.	1.05	—	1.20
Long ....lb.	—	—	—
Cannabis, true, imported....lb.	—	—	—
American ....lb.	—	—	.30
U.S.P. ....lb.	—	—	.35
Catnip ....lb.	.12	—	.13
Chestnut ....lb.	.06	—	.07
Chlretta ....lb.	.25	—	.26
Coca, Huanuco ....lb.	—	—	—
Truxillo ....lb.	.40	—	.45
Coltsfoot ....lb.	.08	—	.10
Conium ....lb.	.25	—	.28
Corn Silk ....lb.	.08	—	.08½
Damiana ....lb.	.14	—	.15
Deer Tongue ....lb.	.09	—	.10
Digitalis ....lb.	.14	—	.17
Eucalyptus ....lb.	.07	—	.08
Euphorbia Pilulifera ....lb.	.13	—	.14
Grindelia Robusta ....lb.	.11	—	.12
Henbane ....lb.	.24	—	.25
Henna ....lb.	—	—	.20
Horehound ....lb.	.11	—	.12
Jaborandi ....lb.	.32	—	.33

Laurel ....lb.	.03	—	.04
Life Everlasting ....lb.	.06	—	.10
Liverwort ....lb.	.30	—	.33
Lobelia ....lb.	.35	—	.36
Matico ....lb.	.19	—	.20
Marjoram, German ....lb.	—	—	—
French ....lb.	.14	—	.15
Motherwort Herb ....lb.	—	—	.16
Pennyroyal ....lb.	.10	—	.12
Peppermint, American ....lb.	—	—	.25
Pichi ....lb.	.10	—	.12
Prince's Pine ....lb.	.18	—	.19
Plantain ....lb.	.12	—	.14
Pulsatilla ....lb.	—	—	.75
Queen of the Meadow....lb.	.10	—	.11
Rose, red ....lb.	.50	—	.55
Rosemary ....lb.	.05½	—	.06
Rue ....lb.	.25	—	.30
Sage, Dalmatian ....lb.	.06	—	.07
Greek ....lb.	.05½	—	.05½
Spanish ....lb.	.05½	—	.06
Savory ....lb.	.14	—	.15
Senna, Alexandria, whole....lb.	—	—	.75
Half Leaf ....lb.	.28	—	.30
Siftings ....lb.	.12	—	.15
Tinnevelly ....lb.	.10	—	.20
Pods ....lb.	.10	—	.12
Powdered ....lb.	.10	—	.14
Skullcap, Western ....lb.	.30	—	.32
Spearmint, American ....lb.	—	—	.25
Squaw Vine ....lb.	.20	—	.22
Stramonium ....lb.	.18	—	.20
Tansy ....lb.	.16	—	.20
Thyme Spanish ....lb.	.06	—	.06½
French ....lb.	.12	—	.12½
Uva Ursi ....lb.	.04½	—	.05
Witch Hazel ....lb.	.08	—	.09
Wormwood, imported ....lb.	.15	—	.16
Yerba Santa ....lb.	.17	—	.18

## ROOTS

Aconite, U.S.P. ....lb.	—	—	.25
Alettris (Unicorn true)....lb.	.45	—	.50
Alkanet ....lb.	.22	—	.23
Althea, cut ....lb.	.12	—	.15
Whole ....lb.	.11	—	.12
Angelica American ....lb.	.19	—	.20
Arnica ....lb.	—	—	.75
Arrowroot, American ....lb.	.07	—	.08
Bermuda ....lb.	—	—	—
St. Vincent ....lb.	.05	—	.05½
Bamboo Brier ....lb.	.10	—	.12
Bearsfoot ....lb.	.06	—	.07
Belladonna ....lb.	.25	—	.30
Berberis, Aquifolium ....lb.	—	—	.20
Beth ....lb.	.18	—	.20
Blood ....lb.	.19	—	.20
Blueflag ....lb.	.45	—	.50
Bryonia ....lb.	.13	—	.14
Burdock, Imported ....lb.	.13	—	.15
American ....lb.	.13	—	.15
Calamus, bleached ....lb.	.40	—	.42
Unbleached, natural ....lb.	—	—	.13
Cohosh, black ....lb.	.12	—	.13
Blue ....lb.	.12	—	.13
Colchicum ....lb.	.30	—	.32
Colombo, whole ....lb.	—	—	.05
Comfrey ....lb.	.30	—	.35
Culver's ....lb.	.18	—	.19
Cranesbill, see Geranium			
Dandelion, Imported ....lb.	.13	—	.15
Doggrass, genuine ....lb.	.15	—	.17
Echinacea ....lb.	—	—	.50
Elecampane ....lb.	—	—	.18
Galangal ....lb.	.12	—	.13
Gelsemium ....lb.	—	—	.20
Gentian ....lb.	.08	—	.08½
Geranium ....lb.	—	—	.18
*Nominal			

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## Seeds and Spices

Ginger, Jamaica .....	lb.	.26 1/2	—	.30	Senega .....	lb.	.60	—	.65	Foenugreek .....	lb.	.01 1/2	—	.02
See Spices .....					Serpentaria .....	lb.	—	—	1.30	Hemp, Manchurian .....	lb.	.04	—	.04 1/2
Ginseng, Cultivated .....	lb.	1.00	—	5.00	Skunk Cabbage .....	lb.	.20	—	.22	Chilian .....	lb.	—	—	—
Northwestern wild .....	lb.	8.00	—	12.00	Snake, Canada natural .....	lb.	.32	—	.35	Job's Tears, white .....	lb.	—	—	.10
Southern wild .....	lb.	7.00	—	10.00	Stripped .....	lb.	—	—	.50	Larkspur .....	lb.	.17	—	.18
Gold Seal .....	lb.	—	—	4.50	Spikenard .....	lb.	.25	—	.26	Lobelia .....	lb.	1.10	—	1.25
Powdered .....	lb.	—	—	5.25	Squill, white .....	lb.	.07	—	.07 1/2	Mustard, Bari, Brown .....	lb.	.10	—	.10 1/4
Hellebore, Black, Imported .....	lb.	.55	—	.65	Stillingia .....	lb.	.13	—	.15	Bombay, Brown .....	lb.	.06 1/2	—	.07
White, Domestic .....	lb.	—	—	.16	Stone .....	lb.	—	—	.12	California, Brown .....	lb.	.06	—	.06
Powdered .....	lb.	.17	—	.18	Turmeric Madras .....	lb.	.05	—	.06	Yellow .....	lb.	.06 1/2	—	.07
Imported Powdered .....	lb.	.17	—	.18	Aleppy .....	lb.	.05	—	.06	Chinese, Yellow .....	lb.	.07 1/2	—	.08
Helonias (Unicorn false) .....	lb.	.55	—	.60	China .....	lb.	.05	—	.06	English, Yellow .....	lb.	.05 1/2	—	.06
Ipecac Cartagena .....	lb.	2.15	—	2.25	Unicorn false, See Helonias					Danish, Yellow .....	lb.	.05	—	.06 1/2
Powdered .....	lb.	2.50	—	2.65	True, See Aletris					Dutch, Yellow .....	lb.	.04 1/2	—	.05
Rio whole .....	lb.	—	—	2.25	Valerian, Belgian .....	lb.	.13	—	.15	Poppy, Dutch .....	lb.	.08 1/2	—	.09
Powdered .....	lb.	—	—	2.65	Yellow Dock .....	lb.	—	—	.15	Turkish .....	lb.	.09	—	.09 1/2
Jalap, whole .....	lb.	.23	—	.30	Yellow Parilla .....	lb.	—	—	.30	Blue Indian .....	lb.	.04 1/2	—	.05
Powdered, U.S.P. .....	lb.	.30	—	.35						White Indian .....	lb.	.07	—	.07 1/2
Kava Kava .....	lb.	.17	—	.18						Quince .....	lb.	.85	—	.90
Lady Slipper .....	lb.	1.00	—	1.20						Rape, South Amer. ....	lb.	.06 1/2	—	.07
Licorice, *Russian, cut. ....	lb.	—	—	—						Japanese, small .....	lb.	.08 1/2	—	.09
Spanish natural bales .....	lb.	.07	—	.08						Domestic .....	lb.	.06	—	.06 1/2
Selected .....	lb.	.24	—	.27						Sabadilla .....	lb.	.10	—	.12
Powdered .....	lb.	.14	—	.15						Stramonium .....	lb.	—	—	.25
Lovage .....	lb.	—	—	.75						Strophanthus, Hispidus .....	lb.	—	—	—
Manaca .....	lb.	.18	—	.20						Kombe .....	lb.	—	—	.90
Mandrake .....	lb.	—	—	.11						Sunflower, domestic .....	lb.	.04 1/2	—	.05
Musk, Russian .....	lb.	—	—	1.10						South American .....	lb.	.04 1/2	—	.05
Orris, Florentine bold. ....	lb.	.09	—	.09 1/2						Worm, American .....	lb.	.12	—	.14
Verona .....	lb.	.06	—	.07						Levant .....	lb.	—	—	1.25
Fingers .....	lb.	.72	—	.74										
Pareira Brava .....	lb.	.25	—	.26										
Pellitory .....	lb.	.30	—	.32										
Pink true .....	lb.	—	—	1.25										
Pleurisy .....	lb.	—	—	.19										
Poke .....	lb.	.12	—	.14										
Rhatany .....	lb.	.10	—	.11										
Rhubarb .....														
High Dried .....	lb.	—	—	.30										
Powdered .....	lb.	.35	—	.38										
Sarsaparilla, Honduras .....	lb.	.47	—	.48										
Mexican .....	lb.	—	—	—										
Scammony Root .....	lb.	.05 1/2	—	.06										

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## Essential Oils

Cloves, Zanzibar .....	lb.	.18	—	.18½
Amboyas .....	lb.	.22	—	.24
Penang .....	lb.	.42	—	.43
Ginger, African .....	lb.	.07½	—	.08
Jamaica, grinding .....	lb.	.27	—	.30
Fancy Bold .....	lb.	—	—	—
Japan .....	lb.	.07½	—	.08
Cochin lemon .....	lb.	.07½	—	.08
Mace, Slauw .....	lb.	.30	—	.32
Banda, No. 1 .....	lb.	.32	—	.33
Batavia .....	lb.	.23	—	.25
Nutmegs, 110s .....	lb.	.14	—	.15
75s-80s .....	lb.	.17	—	.18
Pepper, Black Sing. ....	lb.	.09½	—	.09¾
White .....	lb.	.15½	—	.16
Pimento, Select .....	lb.	.04½	—	.05

## WAXES

Bayberry .....	lb.	.25	—	.27
Bees, white .....	lb.	.45	—	.46
Yellow clean .....	lb.	.20	—	.22
Crude .....	lb.	.16	—	.18
Candelilla .....	lb.	.31	—	.32
Carnauba, Flor. ....	lb.	.60	—	.62
No. 1, North Country ..	lb.	.55	—	.58
No. 2, North Country ..	lb.	.30	—	.32
No. 3, Patty Gray .....	lb.	.18	—	.20
No. 3, Chalky .....	lb.	.18	—	.20
Ceresin Yellow .....	lb.	.12½	—	.13
White .....	lb.	.12½	—	.13
Japan .....	lb.	.18½	—	.19
Montan, crude .....	lb.	—	—	.07
*Beached .....	lb.	—	—	—
Ozokerite, crude, brown ..	lb.	—	—	.35
*Green .....	lb.	—	—	—
*Refined, white .....	lb.	—	—	—
*Domestic .....	lb.	—	—	—
Refined, yellow .....	lb.	—	—	—
Paraffin, ref'd 128-130 deg.m.p.	lb.	.07	—	.08
Ref'd, 118-120 deg. ....	lb.	.04½	—	.05½
Stearic Acid, See Animal Oils				
*Nominal				

## Essential Oils

Almond, Bitter, U.S.P. ....	lb.	5.50	—	8.00
Bitter, f.f. P.A. ....	lb.	5.25	—	8.00
Artificial, U.S.P., See Aromatic Chem.				
Sweet .....	lb.	.42½	—	.45
Peach Kernel (Apricot) ..	lb.	.80	—	.35
Amber, Crude .....	lb.	1.05	—	1.10
Rectified .....	lb.	1.35	—	1.50
Anise, Technical .....	lb.	.60	—	.65
U.S.P. ....	lb.	.70	—	.75
Bay .....	lb.	2.75	—	3.00
Bergamot .....	lb.	—	—	6.00
Artificial .....	lb.	—	—	3.25
Birch Tar, Rect. ....	lb.	2.50	—	2.60
Crude .....	lb.	1.50	—	1.60
Bois de Rose .....	lb.	4.00	—	4.50
Cade .....	lb.	.70	—	.75
Cajuput, Native .....	lb.	.70	—	.75
U.S.P. ....	lb.	.80	—	.90
Camphor, by-product .....	lb.	—	—	.09
Japanese, white .....	lb.	.26	—	.28
Cananga, Native .....	lb.	3.25	—	3.75
Caraway, Rectified .....	lb.	1.75	—	2.00
Cassia Technical .....	lb.	.80	—	.85
Lead, Free .....	lb.	.90	—	1.00
Redistilled, U.S.P. ....	lb.	1.15	—	1.30
Cedar, Leaf .....	lb.	.90	—	1.00
Cedar Wood, light .....	lb.	.55	—	.60
Cinnamon, Ceylon, heavy ..	lb.	—	—	22.50
Leaf .....	lb.	2.50	—	3.00
Citronella, Ceylon .....	lb.	.35	—	.38
Java .....	lb.	.70	—	.75
Cloves, cans .....	lb.	1.30	—	1.40
Bottles .....	lb.	1.40	—	1.60
Copaiba, U.S.P. ....	lb.	.60	—	.85
Coriander, U.S.P. ....	lb.	14.00	—	15.00
Croton .....	lb.	1.25	—	1.30
Cubebs, U.S.P. ....	lb.	7.00	—	7.50
Cumin .....	lb.	—	—	7.25
Dill .....	lb.	4.50	—	5.00
Erigeron .....	lb.	—	—	3.50

Eucalyptus, Australian, U.S.P.	lb.	.50	—	.55
Fennel, sweet, U.S.P. ....	lb.	2.25	—	2.50
Geranium, Rose Algerian ..	lb.	5.50	—	6.00
Bourbon (Reunion) .....	lb.	4.75	—	5.25
Genuine African .....	lb.	9.00	—	10.00
Turkish .....	lb.	3.50	—	3.75
Ginger .....	lb.	6.75	—	7.00
Gingergrass .....	lb.	—	—	3.25
Hemlock .....	lb.	—	—	.85
Juniper Berries, rect. ....	lb.	2.20	—	2.25
Wood .....	lb.	.75	—	.80
Lavender Flowers, U.S.P. ..	lb.	6.50	—	7.50
Spike, Spanish .....	lb.	1.10	—	1.20
Lemon, U.S.P. ....	lb.	.70	—	.90
Lemongrass, Native .....	lb.	1.50	—	1.60
Limes, Expressed .....	lb.	—	—	6.25
Distilled .....	lb.	—	—	.80
Linaloe .....	lb.	3.25	—	3.50
Mace, distilled .....	lb.	1.25	—	1.30
Mirbane, ref., see Aromatic Chemicals				
Mustard, natural .....	lb.	—	—	24.00
Artificial .....	lb.	3.40	—	3.50
Neroli, Bigarade .....	oz.	8.00	—	25.00
Petale .....	oz.	10.00	—	30.00
Artificial .....	lb.	14.00	—	15.00
Nutmeg, U.S.P. ....	lb.	1.25	—	1.30
Orange, bitter .....	lb.	2.25	—	2.40
Sweet, West Indian .....	lb.	2.75	—	3.00
Italian .....	lb.	2.75	—	3.00
Origanum, Imitation .....	lb.	.45	—	.50
Orris Concrete .....	oz.	—	—	4.50
Patchouli .....	lb.	14.00	—	15.00
Pennyroyal, domestic .....	lb.	—	—	2.00
Imported .....	lb.	1.35	—	1.50
Peppermint Natural, tins ..	lb.	2.40	—	2.50
Redistilled, U.S.P. ....	lb.	2.75	—	2.85
Japanese .....	lb.	.75	—	.80
Petit Grain, So. America ..	lb.	2.75	—	2.85
French .....	lb.	11.00	—	12.00
Pinus Sylvestris .....	lb.	1.75	—	2.00
Pumilio .....	lb.	4.75	—	4.90
Rose, French .....	oz.	10.00	—	12.00
Bulgarian .....	oz.	8.00	—	14.00
Artificial .....	oz.	2.50	—	2.75

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Sandalwood, East India.....	lb.	7.00	— 7.50
West Indian .....	lb.	4.75	— 5.00
Sassafras, natural .....	lb.	1.35	— 1.40
Artificial .....	lb.	.57	— .60
Savin .....	lb.	4.25	— 4.50
Spearmint .....	lb.	5.50	— 5.75
Spruce .....	lb.	—	— .85
Tansy, Amer. ....	lb.	7.75	— 8.00
Tar, bbls. ....	gal.	.33	— .35
Refined, U.S.P., cans.....	gal.	—	— 1.00
Thyme, red, U.S.P.....	lb.	1.20	— 1.25
White, U.S.P. ....	lb.	1.25	— 1.35
Vetivert, Bourbon .....	lb.	8.00	— 10.00
Wine, heavy .....	lb.	—	— 4.50
Wintergreen, sweet birch.....	lb.	3.50	— 4.00
Genuine Gaultheria .....	lb.	6.25	— 6.50
Synthetic, U.S.P., bulk.....	lb.	—	— .35
Wormseed Baltimore .....	lb.	2.60	— 2.75
Wormwood Dom. ....	lb.	—	— 16.50
Ylang Ylang, Bourbon.....	lb.	13.00	— 15.00
Manilla .....	lb.	35.00	— 36.00
Artificial .....	lb.	10.00	— 15.00

## Oleoresins

Capsicum .....	lb.	—	— 3.00
Aspidium (Malefern) .....	lb.	4.00	— 4.25
Cubeb .....	lb.	7.50	— 7.75
Ginger .....	lb.	3.00	— 3.30
Malefern .....	lb.	4.00	— 4.25
Mullein (so-called) .....	lb.	—	— 5.00
*Orris, domestic .....	lb.	—	— 20.00
Imported .....	lb.	—	— 22.00
Pepper, black .....	lb.	—	— 7.00
Vanilla .....	lb.	—	— 12.00

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Ambergris, black .....	oz.	—	— 8.00
Ambergris, gray .....	oz.	—	— 25.00
Chalk, precipitated .....	lb.	.02½	— .03½
Civet .....	oz.	2.75	— 3.00
Lanolin hydrous .....	lb.	.13	— .14
Lanolin anhydrous .....	lb.	.17	— .18
Musk Cab., pods.....	oz.	17.00	— 18.00
Musk, Cab., grains.....	oz.	26.00	— 28.00
Musk, Tonquin, grains.....	oz.	40.00	— 42.00
Musk, Tonquin, pods.....	oz.	26.00	— 27.00
Orris Root, Florentine, wholelb.		.09	— .10
Verona .....	lb.	.07	— .08
Powdered, Gran. ....	lb.	.10	— .12
Rice Starch .....	lb.	.18	— .20
Talc, Italian .....	ton	45.00	— 46.00
Talc, French .....	ton	27.00	— 28.00
Talc, domestic .....	ton	18.00	— 20.00

## Aromatic Chemicals

Acetophenone, C.P. ....	lb.	6.25	— 6.50
Amyl Salicylate .....	lb.	1.50	— 1.60
Imported .....	lb.	—	— 2.50
Anethol .....	lb.	—	— 2.00
Anisic Aldehyde .....	lb.	—	— 6.00
Benzaldehyde, U.S.P. ....	lb.	—	— 1.50
Free From Chlorine.....	lb.	—	— 2.00
Benzyl Acetate .....	lb.	1.50	— 1.75
Imported .....	lb.	2.50	— 2.75
Benzyl Alcohol .....	lb.	1.75	— 1.90
Imported .....	lb.	2.25	— 2.50
Benzyl Benzoate .....	lb.	—	— 2.00
Borneol .....	lb.	—	— 3.50
Bromstyrol .....	lb.	7.00	— 7.25
Cinnamic Acid .....	lb.	3.25	— 3.75

Cinnamic Alcohol .....	lb.	18.00	— 25.00
Cinnamic Aldehyde .....	lb.	—	— 4.80
Citral .....	lb.	4.25	— 4.50
Citronellol .....	lb.	13.50	— 16.00
Coumarinn .....	lb.	—	— 4.75
Ethyl Cinnamate .....	lb.	—	— 6.00
Eucalyptol .....	lb.	.85	— .95
Eugenol .....	lb.	4.50	— 5.10
Geraniol .....	lb.	3.00	— 3.75
Geranyl Acetate .....	lb.	5.50	— 8.00
Heliotropin .....	lb.	3.25	— 3.50
Indol, C. P. ....	oz.	—	— 10.00
Iso-Eugenol .....	lb.	5.00	— 6.00
Linalool .....	lb.	6.50	— 9.00
Linalyl Acetate .....	lb.	12.00	— 14.00
Linalyl Benzoate .....	lb.	—	— 18.00
Menthol .....	lb.	3.85	— 4.00
Methyl Anthranilate .....	lb.	—	— 6.00
Methyl Cinnamate .....	lb.	—	— 7.00
Methyl Paracresol .....	lb.	5.50	— 8.00
Methyl Salicylate .....	lb.	.35	— .36
Mirbane, rect., drums extra.....	lb.	.13½	— .14
Musk Ambrette .....	lb.	—	— 40.00
Musk Ketone .....	lb.	—	— 22.00
Musk Xylene .....	lb.	5.00	— 5.50
Nerolin .....	lb.	—	— 2.50
Phenylacetaldehyde .....	lb.	15.00	— 20.00
Phenylacetic Acid .....	lb.	5.00	— 5.50
Phenylethylalcohol .....	lb.	12.00	— 15.00
Rhodinol .....	lb.	—	— 18.00
Safrol .....	lb.	—	— .65
Terpineol, C. P. ....	lb.	.47½	— .60
Vanillin .....	oz.	.50	— .55
Violet, artificial (Ionone).....	lb.	—	— 10.00
Yara Yara Crystals.....	lb.	—	— 3.00

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### Imports from May 21 to May 28

**ACID**—61 csks., Cinn Chemical Works, Antwerp; **Arsenious**, 61 cysls., Brown Bros. & Co., Antwerp; **Muriatic**, 25 cs., E. Lopez, Arroyo; **Oxalic**, 15 bbls., 50 csks., Order, Antwerp; **Tartaric**, 6 bbls., C. Pizer & Co., Alicante; 150 csks., Order, Rotterdam

**ALMONDS**—600 bxs., American Express Co., Alicante; 200 bxs., Brown Bros. & Co., Alicante; 300 bxs., First National Bank, Alicante; 200 bxs., Irving National Bank, Alicante; 500 cs., British Bank of South Africa, Alicante; 100 bxs., R. U. Delapenha & Co., Alicante; 1,550 bxs., 75 bbls., 10 bbls., Habicht & Co., Alicante; 300 bxs., E. J. James & Co., Alicante; 200 bxs., McLellan & Brigham Co., Alicante; 2,250 bxs., United Fig & Date Co., Alicante; 100 bxs., 45 bbls., 75 bbls., W. Herron & Co., Alicante; 200 cs., A. Reggio & Co., Alicante; 400 bxs., Wood & Selick, Alicante; 1,010 bxs., United Fig & Date Co., Alicante; 1,100 bxs., Order, Alicante; 35 bbls., McLellan & Brigham Co., Alicante; 39 csks., Order, Malaga; 300 cs., Bank of New York, Malaga; 383 cs., Irving National Bank, Malaga; 200 cs., Imperial Bank of Canada, Malaga; 38 pkgs., Lazard Freres Co., Malaga; 25 cs., Royal Bank of Canada, Malaga; 2,360 bxs., Irving National Bank, Malaga; 100 bxs., Lazard Freres Co., Malaga; 550 bxs., Goldman, Sachs Co., Malaga; 110 bxs., A. Brown & Sons, Malaga; 350 bxs., W. Brandt's Sons, Malaga; 280 bxs., Order, Malaga; 100 pkgs., Order, Malaga; 25 bxs., Smith & Schipper, Marseilles; 50 bxs., British Bank of South Africa, Barcelona; 100 bxs., Bankers Trust Co., Barcelona; 100 bxs., London Joint City & Mid. Bank, Barcelona; 25 bxs., American Express Co., Tarragona; 500 bxs., Irving National Bank, Tarragona; 250 bxs., Baring Bros. & Co., Tarragona; 5 bxs., J. Paloc, Tarragona;

153 bgs., Grace Line, Tarragona; 1,300 bgs., Order, Tarragona; 32 cs., L. Mazzone, Naples

**AMMONIUM-Sulphate**, 13 csks., P. F. Tebben, Hamburg

**ARSENIC-Powder**, 54 bbls., Niagara Elec. Chemical Co., Antwerp; 110 bbls., Brown Bros. & Co., Antwerp

**BALSAM**—22 cs., Dodge & Olcott, Central American Ports; 5 cs., Mercantile Bank of America, Central American Ports

**BARIUM-Chloride**, 53 csks., R. W. Greeff & Co., Antwerp

**BARYTES**—50 csks., Order, Hamburg

**BEANS-Cocoa**, 300 bgs., Middleton & Co., Paramaribo; 420 bgs., W. Schall & Co., Paramaribo; 250 bgs., Daarnhower & Co., Carupano; 250 bgs., Yglesias & Co., Carupano; 220 bgs., Neuss, Hesslein & Co., Carupano; 168 bgs., W. Schall & Co., Surinam; 66 bgs., Middleton & Co., Surinam; 84 bgs., Mercantile Bank of America, Curacao; 2,244 bgs., Colonial Bank, Trinidad; 500 bgs., Bank of New York, Trinidad; 1,000 bgs., A. Lascelles & Co., Trinidad; 1,516 bgs., Middleton & Co., Trinidad; 250 bgs., Wood & Selick, Trinidad; 801 bgs., T. Scott & Co., Trinidad; 1,000 bgs., W. R. Grace & Co., Trinidad; 775 bgs., Graham, Hinckley & Co., Trinidad; 1,450 bgs., Boos & Co., Trinidad; 3,112 bgs., Order, Trinidad; 549 bgs., Gillespie Bros. & Co., Colombo; 1,250 bgs., London Joint City & Mid. Bank, South Pacific Ports; 100 bgs., Bank Liverpool & Martins, South Pacific Ports; 400 bgs., Kleinwort & Sons Co., South Pacific Ports; 500 bgs., Barclay Bank, South Pacific Ports; 3,700 bgs., Order, South Pacific Ports; 228 bgs., Lyon & Co., Jeremie; 50 csks., Ultramares Corp., Cristobal; **Powder**, 80 pkgs., Van Hensden Co., Rotterdam; 40 cs., A. Culp, Rotterdam; 510 cs., H. Humstra & Co., Rotterdam; 510 cs., American Ship-

ping Co., Rotterdam; **Cocoa**, 662 bgs., Mercantile Bank of America, Guayaquil; 700 bgs., Mercantile Bank of America, Bahia; 60 bgs., P. A. Andrade & Son, Bahia; 450 bgs., P. Rodriguez, Bahia; 78 bgs., R. Desvergne, Maracaibo; 100 bgs., A. & M. Hernandez & Co., Maracaibo; 41 bgs., Suzarte & Whitney, Maracaibo

**BENZOL**—1 cse., Dicks, David & Co., Havre

**CASEIN**—2,600 bgs., Lee, Higginson & Co., Buenos Aires

**CHALK**—6 cs., O. G. Hempstead & Sons, Havre; 200 bgs., C. B. Chrystal, Antwerp; 60 cs., D'Eustachio Co., Naples; **Precipitated**, 50 csks., H. J. Baker Bros., Bristol

**CHEMICALS**—5 cs., Elson & Brewer, Havre; 1 cse., Clauss, Portenoy Co., Hamburg; 5 cs., 35 csks., C. B. Richard & Co., Hamburg; 10 bbls., Order, Bristol; 61 csks., C. B. Richard & Co., Hamburg; 19 cs., Order, Hamburg; 35 csks., Roessler & Hasslacher Chemical Co., Antwerp; 73 cs., Merck & Co., Rotterdam; 4 cs., G. Gennert & Co., Hamburg; 2 cs., Monsanto Chemical Works, Havana; 10 cs., Ciba Co., Inc., Antwerp; 10 cs., W. F. Bernaguzzi Bros., Genoa; 17 drums, Order, Hamburg; 3 cs., Eimer & Amend, Hamburg; 18 cs., F. B. Vandegrift & Co., Naples

**CLAY**—6 csks., H. Weill, Algiers; 1 cse., Standard Shipping Co., Gothenburg; 301 tons, Papermakers Import Co., Avonmouth; 663 tons, J. S. Moors & Co., Avonmouth; 200 tons, L. Knowles & Co., Bristol; 102 tons, Moore & Munger, Bristol; 5 bgs., L. A. Salomon, Bristol

**CUTTLEFISH BONE**—27 pkgs., A. Stallman & Co., Trieste; 2,720 bgs., Lazard Freres, Marseilles

**COLOR**—20 kegs, 5 bbls., North American Ind. Trans. Co., Havana; 1 cse., U. S. Forwarding Co., Hamburg; 7 csks., Forstmann & Huffman Co., Hamburg; 3 csks.,

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**COPRA**—43 bgs., Baker Coconut Co., St. Ann's Bay.

**DIVI DIVI**—530 bgs., Goldsmith & Co., Pampatar; 550 bgs., Eggers & Heinlein, Pampatar; 1,000 bgs., R. Desvervne, Pampatar; 2,234 bgs., Suzarte & Whitney, Curacao.

**DRUGS**—5 cs., A. Penchot, Havre; 20 cs., Lehn & Fink, Hamburg.

**EPSOM SALT**—1,000 bgs., H. J. Baker & Bros., Hamburg; 500 csks., Superfos Co., Hamburg.

**EXTRACT—Aerchil Liquor**, 10 cs., Innes, Speiden & Co., Liverpool; Fern, 1 cse., Dodge & Olcott, Antwerp; Quebracho, 5,400 bgs., W. Schall & Co., Buenos Aires; 455 bgs., Order, Buenos Aires; Rennet, 1 csk., F. Behrend, Copenhagen.

**FLOWERS**—39 cs., Stern Shipping Co., Hamburg; 1 cse., Peek & Vels, Antwerp; Chamomile, 20 bbls., A. Stallman & Co., Antwerp.

**GELATINE**—11 cs., P. Puttmann, Rotterdam; 10 cs., Birn & Wachenheim, Rotterdam.

**GLUE**—40 bgs., Order, Bristol.

**GLUESTOCK**—186 bgs., Medical & General Traders Co., Algiers; 91 bbls., Irving National Bank, Genoa; 129 bbls., Banco Commerciale Italiano, Genoa.

**GUM**—Chicle, 510 bbls., Order, Ciudad Bolivar; 208 cs., W. Wrigley, Jr. Co., Antwerp; Copal 184 bgs., M. M. Innes Co., Antwerp; HERBS—30 bbls., Order, Trieste; Eyebright, 9 bbls., A. Joensson & Co., Hamburg.

**HOPS**—26 bbls., Heemsoth Basse & Co., Hamburg; 10 bbls., B. Schwartz & Sons, Hamburg; 10 bbls., R. F. Downing & Co., Rotterdam.

**IRON OXIDE**—35 csks., Reichard, Coulston, Inc., Bristol; 120 bbls., National City Bank, Malaga; 500 bbls., American Exchange National Bank, Malaga; 1 box, C. J. Osborn & Co., Malaga; 115 bbls., Reichard, Coulston, Inc., Malaga; 58 bbls., Order, Malaga; 115 bbls., E. M. & F. Waldo, Malaga; Phosphate, 121 cs., S. Rosenblatt, Havre.

**LEAVES**—8 bbls., Order, Marseilles; 57 bbls., Order, Seville; Eucalyptus, 39 pgs., Order, Alicante; Sage, 22 bbls., M. Brisco, Trieste.

**LICHES**—4 cs., C. Jacobeli, Naples.

**LITHOPONE**—126 csks., E. M. & F. Waldo Co., Antwerp.

**MAGNESIA**—53 cs., Williams & Wells Co., Hamburg; Chloride, 360 drs., Brown Bros. & Co., Hamburg.

**MAGNESITE**—Calcined, 81 csks., H. J. Baker & Bros., Rotterdam.

**NAPHTHALENE**—1 bbl., Hensel, Bruckman & Lorbacher, Hamburg.

**NICKEL SULFATE**—20 bbls., Innes, Speiden & Co., Hamburg.

**OCHRE**—25 csks., Reichard, Coulston, Inc., Marseilles.

**OILS**—22 cs., Hudson Forwarding & Shipping Co., Naples; 22 csks., M. Napolitano, Naples; 70 cs., F. P. De Rosa, Naples; 60 bbls., Bank of America, Marseilles; Acid, 600 bbls., Order, Copenhagen; Bean, 599,915 lbs., Order, Daiken via San Francisco; Codiver, 50 bbls., T. Nevin, Christiania; Fusel, 87 drs., Order, Belfast; 10 drs., U. S. Industrial Chemical Co., Dublin; Haarlem, 20 cs., P. H. Petry & Co., Rotterdam; Linseed, 587 bbls., Clements & Son, Bristol; 292 bbls., Thornt & Fehr, Bristol; 146 bbls., Order, Bristol; Olive, 345 cs., Bragno & Mustari, Genoa; 100 cs., Banco Commerciale Italiano, Genoa; 200 cs., W. Taylor & Co., Genoa; 200 bbls., F. Bertolli & Co., Genoa; 50 bbls., East River National Bank, Genoa; 50 cs., National City Bank, Genoa; 25 bbls., P. Pastene & Co., Genoa; 1,280 cs., Order, Genoa; 30 cs., Order, Genoa; 2 cs., Hudson Forwarding & Shipping Co., Naples; 8 cs., O. Esposito & M. Dellis, Naples; 33 bbls., L. Mazzoni, Naples; 21 bbls., Hudson Forwarding & Shipping Co., Naples; 5 bbls., U. Buomo, Naples; 12 bbls., R. Sansone, Naples; 25 cs., G. Riglano, Palermo; 19 csks., 294 cs., Colombo Co., Palermo; 22 cs., Hudson Forwarding & Shipping Co., Palermo; 4 csks., F. Salamone, Palermo; 5 cs., G. Natale, Palermo; 16 csks., Order, Palermo; 35 cs., 25 bbls., Order, Marseilles; 10 pgs., Hudson Forwarding & Shipping Co., Naples; 3 bbls., A. Catapano, Naples; 4 bbls., Abrasio Franc, Naples; 100 cs., Orbis Products Trading Co., Grasse; 125 cs., P. Perlatto, Naples; 1 bbl., S. Fratelli, Trieste; 20 bbls., Order, Constantinople; Peanut, 1 cse., G. H. Lyneum, Buenos Aires.

**OIL, ESSENTIAL**—1 cse., S. L. Affreteurs Reunis, Algiers; 2 bbls., M. Brisco, Trieste; 2 drs., Order, Malaga; 1 drum, 1 cse., Orbis Products Trading Co., Malaga; 6 cs., Orbis Products Trading Co., Havre; 2 cs., Morana Cie, Havre; 2 cs., R. Bertrand Fils, Havre; 1 box, Benoe Export & Import Co., Trieste; 1 drum, Order, Malaga; 1 cse., Cuba Cane Sugar Co., Havana; 2 cs., H. Bellefeuille, Havana; 1 csk., Magnus, Mabee & Reynard, Marseilles; 1 cse., W. R. Grace & Co., Seville; 2 cs., Colonial Bank, Bahia; Bay, 1 cse., Santoni & Co., Arroyo; Eucalyptus, 100 cs., J. F. McCoy & Co., Melbourne; Orange, 22 cs., Huth, Gillespie & Co., Kingston.

**OPIUM**—18 cs., Hranossian Bros., Constantinople.

**PERFUMERY**—6 cs., Order, Melbourne.

**PETROLATUM**—White, 121 bbls., Atlantic Ref. Co., Dunkirk.

**POTASSIUM SALTS**—10 csks., Order, Hamburg; 201 drs., A. Klipstein & Co., Hamburg; Alum, 39 csks., P. F. Tebbe, Hamburg; Caustic, 140 drs., Innes, Speiden Co., Hamburg; Carbonate, 11 csks., Superfos Co., Hamburg; Chlorate, 11,000 csks., F. C. Dessert, Antwerp.

**QUICKSILVER**—1,054 flasks, Order, San Francisco.

**ROOT**—10 bgs., E. C. Diez, Hamburg; 4 bgs., Order, Barcelona; 1 bbl., M. Galuboff, Bourgas; 13 bbls., R. Hilliers Sons & Co., Antwerp; Burdock, 40 bbls., McLaughlin, Gormley & King, Antwerp; Ipecac, 44 bgs., Amsinck & Co., Bahia; Jalapa, 15 bgs., H. Tinst, Vera Cruz; Licorice, 267 bbls., Order, Alicante; 53 bbls., McAndrews & Forbes Co., Barcelona; 655 cs., 7 bgs., H. Uard, Tarragona; 35 bbls., McAndrews & Forbes Co., Seville; 100 cs., Bank of Montreal, Seville; 80 bbls., A. Joensson & Co., Seville; 1,977 bbls., Anglo South American Bank, Seville; 236 bbls., Order, Seville.

**ROSEWOOD**—8 drs., 5 cs., Middleton & Co., Surinam.

**SAL AMMONIAC**—45 bbls., Order, Hamburg.

**SALT**—3,939 bgs., C. F. Rutgers & Co., Hamburg; 551 bgs., C. F. Rutgers & Co., Hamburg; 4,179 pgs., C. F. Rutgers & Co., Hamburg.

**SALT PETRE**—1010 bgs., Order, Calcutta.

**SOAP**—4 cs., A. Lindstom, Gothenburg; 3 cs., Globe Shipping Co., Havre; 5 pgs., G. W. Sheldon & Co., Havre; 6 cs., J. Menendez, Barcelona; 30 cs., S. Briones, Seville.

**SODIUM SALTS**—Bromide, 21 cs., Order, Hamburg; Caustic, 25 cs., Powers & Weightman-Rosengarten Co., Gothenburg; Chlorate, 200 kegs, Irving National Bank, Antwerp; Fluoride, 356 bgs., Superfos Co., Copenhagen; Hydrosulfite, 121 bbls., Kuttroff, Pickhardt & Co., Rotterdam; Phosphate, 250 bgs., A. Klipstein & Co., Antwerp; Prussiate, 5 bbls., Order, Dunkirk; 20 csks., H. J. Baker & Bros., Liverpool.

**SEED**—28 bgs., Order, Marseilles; 200 bgs., Diggs & Beadles, Havre; 569 bgs., American Express Co., Havre; Celery, 100 bgs., Archibald & Lewis, Marseilles; Clover, 1,200 bgs., Order, Hamburg; 450 bbls., G. W. Sheldon & Co., Havre; 200 bgs., National Seed Co., Havre; 250 bgs., N. Dickinson Seed Co., Havre; 300 bgs., W. G. Scarlett & Co., Havre; Colza, 200 bgs., Garfield & Wilson, Havre; Linseed, 8,583 bgs., L. Dreyfus & Co., Buenos Aires; 72,171 bgs., American Linseed Co., Buenos Aires; Mustard, 250 bgs., American Express Co., Rotterdam.

**SHELLAC**—100 cs., British Bank of South Africa, Calcutta; 432 bgs., Heidelbach, Ickelheimer & Co., Calcutta; 450 bgs., Chase National Bank, Calcutta; 100 bgs., Anglo South American Bank, Calcutta; 200 chests, 878 bgs., 175 cs., Order, Calcutta.

**SPICES**—Annatto, 100 bgs., Order, Kingston; 94 bgs., Huth Gillespie Co., Kingston; 75 bgs., F. B. Vandegrift Co., Kingston; Cassia, 514 bgs., Catz American Co., Rotterdam; Cinnamon Quills, 100 bbls., International Banking Corporation, Colombo; Ginger, 18 bgs., A. Lascelles & Co., Kingston; 75 bgs., Order, Kingston; 57 bgs., H. E. Kerr & Co., Kingston; 7 bgs., Colonial Bank, Kingston; 75 bgs., Huth Gillespie & Co., Kingston; Paprika, 25 bgs., Gomez, Ferran & Martinez, Alicante.

**SPONGES**—30 bbls., Lasker & Bernstein, Havana.

**TARTAR**—67 bbls., Tartar Chemical Works, Alicante; 252 bgs., C. Pfizer & Co., Marseilles; Cream, 40 bbls., C. Bertolati, Trieste.

**TEAWASTE**—1,000 bgs., Maywood Chemical Works, Calcutta.

**THYMOL**—2 cs., Hensel, Bruckmann & Lorbacher, Hamburg; Crystals, 3 cs., Kolynos Co., Malaga.

**WAX**—Bees, 80 cs., First National Bank of Boston, Havre; Mineral, 100 bgs., Schlemm Oil & Ceresine Co., Hamburg; Montan, 750 bgs., Order, Hamburg.

**WHITING**—2,750 bbls., Order, Antwerp.

**WINE**—Medicinal, 255 cs., J. Wile & Sons Co., Hamburg; 125 pgs., Irving National Bank, Malaga; 345 pgs., Order, Malaga; 50 csks., Coleman & Co., Tarragona; 51 cs., Grace Line, Tarragona.

The demand for tin is small, at this time and trading is mainly between dealers. The London market is also dull. In the local market there were sellers of Straits in all positions at 32½c, but there were no buyers over 32c. The Metal Exchange lowered its settling prices for all positions, spot to August included, ¼c to 32.25c, against 32c bid, 33c asked, for spot and May; 32c bid, 32.50c asked for July and August Straits shipments, all positions up to and including July-August, were quoted at 32.25c against 32c bid, 32.50c asked. Standard grades were also quoted at 32.25c spot to August included, against 32c bid, 32.50c asked, and 99 per cent at 31.50c, against 31c bid, 32c asked.

Eighty-nine volumes of the "American Journal of Pharmacy" were sold at the art and book sale at the Anderson Gallery, New York, this week, to B. Login, for \$125.

A petition in bankruptcy has been filed against A. P. Babcock Company, manufacturing perfumery and talcum powder, at 501 Fifth avenue, by these creditors: Unger & Co., \$559; Swindell Brothers, \$1,697; Roure Bertrand Fils, Inc., \$896, and Sophie M. Bultman, \$16,599. It is stated that the liabilities are upward of \$60,000 and the assets about \$45,000, and that a judgment for \$15,815 has been docketed against the company. Judge Hand has appointed Jesse Watson receiver, in \$5,000 bond, to serve without compensation. The company is said to have a factory in Rutherford, N. J.

The By-Products Coke Corporation, organized in 1905, with coke ovens and blast furnaces at South Chicago, is offering for sale \$4,000,000 in bonds, at 99 and interest, yielding 8.10 per cent, through the Continental and Commercial Trust and Savings Bank of Chicago.



**EMERGENCY TARIFF EFFECTIVE MAY 28***(Special to DRUG AND CHEMICAL MARKETS)*

Washington, D. C., June 1—President Harding signed the emergency tariff bill on Friday afternoon and, therefore, in accordance with the provisions of the bill, the act became effective on Saturday.

Because of the new law, the War Trade Board Section, which has now been transferred from the State Department to the Treasury Department, will have to revise its old regulations. It is understood that officials of the War Trade Board have drawn up the new regulations, which are based on the old regulations, but brought up to date so that they will comply with the new law. The new regulations will be made public just as soon as they are finally approved by the Secretary of the Treasury.

The price of quinine in the Dutch East Indies was increased from 55 florins to 110 florins per kilo says the "Algemeen Landbouw Weekblad voor Nederlandsch Indie" for no appreciable cause and solely in consequence of the monopoly held by the manufacturers. The journal continues: "We must draw attention to the fact, in these days of general shortage of money, that this profiteering entails serious danger to the public health. It is impossible to conceive the results of depriving a whole population of coolies of the use of the valuable and costly quinine."

Harry L. Weller, vice president of the Richardson Drug Co., Omaha, sailed on the Cameronia June 1 for Edinburgh to attend the International Rotary Convention. He will tour England, Belgium, Switzerland and France.

**'COAL TAR IN WARFARE**

Brigadier-General Amos A. Fries, U. S. A., chief of Chemical Warfare Service, in an article in the "New York Globe" on "Gas as Fundamental in War as Gunpowder" says:

"A part of the strategy of peace is the card-indexing of the man power of a nation divided into special groups. In one great group must come those who have a knowledge of chemistry and the chemical industries. That must be so worked out that if war should come on a moment's notice, within twenty-four hours thereafter every chemist could be given his job, jobs extending from the firing line to the research laboratory. And that is the task of the Chemical Warfare Service.

"The chemical warfare officers on the staffs of armies, corps, and divisions are there for the purpose of giving expert advice as to the quantities of chemical materials available, the best conditions for using them, and the best way of avoiding the effects of enemy gas upon our own troops. The conditions that must be kept in mind are so many that no other officer can be expected to master and keep them if he does his own work well.

"The World War opened the eyes of England, France and Japan, as well as the United States. Each of them today is struggling to build up a great chemical industry as the very foundation of successful war. Few of us realized prior to the World War that in the black, sticky mess called coal tar from the coking of coal or the manufacture of gas from coal and oil, were stored up most of the high explosives used in war, the majority of the poison gases, a great deal of the medicines of the world, and nearly all of the dyes of the world."

The Continental Seed Company of Chicago is in the hands of a receiver.

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### DR. IRA REMSEN ON ALCHEMY

Baltimore, Md., June 1.—Alchemy's theory that base metals may be changed into gold is still worthy of investigation, according to Dr. Ira Remsen, Emeritus professor of chemistry at Johns Hopkins University, who addressed the Maryland Section of the American Chemical Society at the Engineers Club, last week.

His subject was "Personal Reminiscences of Sir William Ramsey." Owing to Dr. Remsen's intimate acquaintance with the distinguished scientist who died several years ago, his recollections contained many references to alchemy as related to modern science. Professor Ramsey, in fact, had found that the emanation from radium gives helium. As both radium and helium are elements, this is a case of transmutation.

"This discovery," said Dr. Remsen, "led him to undertake other experiments with the thought that if only the proper agent were applied other transmutations might be effected. When Sir William was on a visit to this country he wished very much to get in touch with a man who was then asserting the power to change silver into gold. He did, indeed, find this man, but was very much disappointed and was reluctantly obliged to admit that the person was a fraud. Later, Sir William himself believed that he had obtained a little lithium from copper, and although the announcement created a temporary excitement, the result was not confirmed."

Dr. Remsen said, however, that this work had led chemists generally toward the belief that the dream of the alchemist may some day be realized. "It took centuries of effort," he continued, "to convince chemists that the claims of alchemists were without foundation. But the chemical profession went to the other extreme and held that the change of one element into another is impossible. The whole question is an open one, and this has come about through the work of Sir William Ramsey on radium. It is probable that many workers will experiment in this field, and it is fair to predict that some time someone will succeed. Whether it will ever be possible to transform silver or any other metals into gold, no one can say. In any case, the subject is well worth investigating, and it is obvious that we shall never know the outcome without a great deal of careful research."

### OFFICERS OF SPICE TRADE ASSOCIATION

The annual meeting of the American Spice Trade Association was held at the Pennsylvania Hotel, New York City, May 25. Numerous amendments to the by-laws and contract rules were adopted. The Spice Grinders' Section met on May 24.

John Clarke, New York, formerly vice president, was named president; William Tappenbeck, also of New York, vice president, and J. Melville Morris was re-elected treasurer.

New Directors to serve two years are George B. Hutten, H. P. Winter & Co.; C. A. Thayer, Austin Nichols & Co.; George H. Carter, D. & L. Slade Co., Boston, ex officio. Continuing directors for this year are R. M. Littlejohn, L. Littlejohn & Co., and George D. Joyce, A. Colburn & Co.

The following arbitration committee to serve for one year was named: A. C. Jenkins, F. W. Mead & Co.; Arthur Stallman, Arthur Stallman & Co.; P. W. Walsh, Van Loan & Co.; J. B. Elliman, Smith-Kirkpatrick Co., and P. S. Weeks, Charles F. Smillie & Co.

The spice grinders' section of the association named the following executive committee: Chairman, George H. Carter, D. & L. Slade Co., Boston; F. E. Stillman, James H. Forbes Tea & Coffee Company, St. Louis; Robert E. Heekin, the Heekin Co., Cincinnati; P. W. Weikel, Weikel & Smith Spice Company, Philadelphia.

### New Incorporations

The Solvent Products Co., Boston, Mass., capital, 400 shares of stock, no par value. To manufacture soap and dyestuffs. Charles R. LaRose, president; Edward W. Dougher, 21 Hyland street, Dorchester, Mass., treasurer.

The Consolidated Salt Co. of California, Los Angeles, Cal., capital \$750,000. To manufacture salt products and industrial chemicals. Alfred G. Blair, Samuel Merrill, Jr., Pasadena, Cal.; John Goolman, F. H. Owen, Colton, Cal.; attorneys, Manning & Thompson, Los Angeles.

The Magic Dye-Soap Co., Chicago, Ill., capital \$100,000. To manufacture soaps. Robert B. Whiting, T. N. Daggett and M. A. Jeffers, 75-77 W. Van Buren st., Chicago.

The Tufhead Novelty Mfg. Co., Bridgeport, Conn., capital \$50,000. To manufacture varnishes and lacquers. M. D. Stowe, G. L. Kelley and William Chapman, Bridgeport.

The Maxwell Chemical Co., Dallas, Tex., capital \$25,000. To manufacture chemicals and chemical by-products. R. F. Roberg and Henry Exall.

The United Chemical Products Co., Los Angeles, Cal., no capital stated. Thomas Barrabee, 1806 Taberman street, Los Angeles.

Wingett Chemical Company, Inc., Oakland, Cal., capital, \$100,000. P. A. Fontaine, 606 Oakland Bank of Savings Building.

The Plania Carbon Corporation, Chicago, Ill., capital \$100,000. To manufacture carbon products. Fred W. Hartmann, George H. Webster and William R. Diamond, 36 W. Randolph st., Chicago.

The Standardized Chemical Co., Chicago, Ill., capital \$25,000. To manufacture chemicals and chemical by-products. E. Craig, Frank F. Perner and Joseph H. Hazen, 122 South Michigan ave., Chicago.

Cohen and Goluboff, Manhattan capital \$28,000. Druggists. I. Cohen, J. Goluboff, G. Meyers; attorney, S. J. Rehnck, Municipal Building, New York.

P. Beisdorf & Co., Manhattan, capital \$10,000. Druggists. J. L. Watson, F. H. Butehorn, T. E. Halle; attorney, F. J. Knorr, Albany.

Charles McAdam Co., Dover, Del., capital \$500,000. Paints. B. L. Mac Gregor, Taylor E. Brown, A. E. Manheimer, Chicago; incorporated by Corporation Maintenance and Service Co.

Fitzroy Chemical Corp., Manhattan, capital \$25,000. M. Fitzgerald, E. L. Mullaney, F. Persh; attorneys, Celler & Kraushaar, 51 Chambers st.

Special Drug Co., Manhattan, capital \$10,000. V. Sperandeo, J. Carlini, S. Cibelli; attorney H. R. Korey, 110 William st.

Aureus Drug Co., Manhattan, capital \$50,000. E. Kraus, W. Z. Kweit, G. Goldstein; attorneys, Ryan, Hefferman & Down, 25 W. 45th st.

Reading Lead Products Co., Dover, Del., capital \$100,000. Paints. Incorporated by the Corporation Service Co., Wilmington, Del.

Kahn Drug Store Co., Manhattan, capital \$10,000. M. P. Springer, E. Gang; attorney, W. Bernfeld, 36 Beaver st.

McHale Sales Corp., Dover, Del., capital \$500,000. Incorporated by the U. S. Corporation Co., New York.

Chemical Service and Sales Corp., Manhattan, capital \$15,000. Druggists' sundries. E. Celler, M. Kraushaar, J. Maronna; attorneys, Celler & Kraushaar, 51 Chambers st.

American Soap Powder Works, Brooklyn, capital \$20,000. J. Leon, G. Silkworth; attorney, H. W. Van Allen, 215 Montague st., Brooklyn.

United Fertilizer & Lime Co., Dover, Del., capital \$6,100,000. Incorporated by the Corporation Trust Co. of America, Wilmington, Del.

American Soap Corp., Dover, Del., capital \$1,600,000. Incorporated by the U. S. Corporation Co., New York.

Monmouth Wholesale Drug Co., Trenton, N. J., capital \$100,000. Headquarters Deal Beach, New Jersey. Harry J. Bodina, Gilbert C. Leigh, Asbury Park, N. J.

Alcohol Warehouse Corp., Manhattan, capital \$15,000. E. Celler, M. Kraushaar, E. L. Mullaney; attorneys, Celler & Kraushaar, 51 Chambers st.

American Lysoform Co., Manhattan, capital \$10,000. Chemists and druggists. C. H. Stange, H. W. Richter, J. M. Clark; attorneys, Katz & Summerich, 120 Broadway.

Valora Chemical Co. of America, Dover, Del., capital \$100,000. Incorporated by the American Guaranty and Trust Co., Wilmington, Del.

South End Pharmacy, Montclair, N. J., capital \$100,000. Dennis B. Ryan, Elizabeth, George H. Rowland, Irvington; George D. Mulligan, Newark.

Capital Increases—The Miller-Lambert Chemical Co., Columbia, S. C., capital increased to \$25,000.

The Martin Varnish Co., 2520 Quarry street, Chicago, Ill., from \$100,000 to \$250,000.

The DeLuxe Ink & Dye Co., Chicago, Ill., from \$40,000 to \$400,000.

The importance of education to the workingman is stressed in a recent booklet by Genevieve M. Fox entitled "When Labor Goes to School." It is published by the National Board of the Young Women's Christian Association, New York.

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### Books of Trade Interest

**THE CHEMISTRY OF PULP AND PAPER MAKING.** By Edwin Sutermeister. 8 vo., 479 pages. John Wiley & Sons, New York, 1920.

One of the most difficult tasks of the young chemist in entering any industry is to find the relation between the things he learns in the plant and those he has already learned in college. Few of a man's associates have either the time or the inclination to explain more to him than is absolutely necessary for the performance of his particular duties and when they do the explanations are seldom satisfactory from the listener's point of view. In this book Mr. Sutermeister has written from the richness of twenty years in the business the things about the paper industry which are most interesting to the paper chemist. He has purposely avoided discussing the mechanical features of the processes except where they are necessary to the understanding of the chemistry involved. The present work is one of the very few in which the industry is treated from the chemical point of view. It is well written in clear simple English with numerous illustrations.

**METHODS OF ANALYSIS.** Compiled by the Committee on Revision of Methods of the Association of Official Agricultural Chemists. 8 vo., 417 pages. Illustrated. Published by the Association at Washington, D. C., 1920.

This book is one of the few which is recognized as standard in its field. Frequent revisions are necessary to keep it standard in the various fields covered. The present edition has been revised to November, 1919. The methods and their wide application are too well known to need comment. No departure has been made from former arrangements except in the numbering of paragraphs for more convenient cross reference. In the revision the best thought of the best men in the field has been applied to bring all the official methods into line with the latest work on the subjects. The book is attractively bound in green buckram.

**APPLIED ELECTROCHEMISTRY AND METALLURGY.** By Chas. F. Burgess, H. B. Pulsifer and Benjamin B. Freud. 8 vo., 100 pages. Illustrated. Published by the American Technical Society, Chicago, 1920.

The present book is a description of more or less technical character of the chemical processes carried out through the aid of electricity. It is intended more for the general scientific reader than for the specialist in electrochemistry. It is profusely illustrated but few of the illustrations are new, half of them having been borrowed from other publications and many others having come from various apparatus manufacturers. There is little to recommend it to the technical reader and the general reader can find most of the matter elsewhere in more convenient form.

**PERSONAL SELLING** by Wesley A. Stanger. Published by the Biddle Publishing Co., New York City.

A series of twelve booklets on various phases of the selling "game" written by a widely experienced salesman and sales manager. The booklets form more or less individual chapters which may be taken along in the pocket and read while traveling. The subjects covered include 1. Importance of the salesman; 2. Requirements for Success; 3. Personality of the salesman; 4. Solicitation; 5. Prospects; 6. Price; 7. Meeting Competition; 8. Meeting Objections; 9. Resistance; 10. Closing the Deal; 11. Service; 12. Compensation.

**SUGAR, A Popular Treatise,** by Allen Ray Kahn. 8 vo., 65 pages. Published by the U. S. Sugar Publications Co., Los Angeles, Calif.

A brief commercial guide for persons dealing with the sugar industry, a help to the house who sells or

contemplates selling the sugar refiners or factories. The book contains a list of the principal American, Hawaiian, and Cuban raw sugar factories. It also contains a list of American refineries of both beet and cane sugar, as well as sugar equipment houses. Acreage and production figures of beet and cane are given for 1918, 1919 and 1920. The author gives in addition a brief semi-technical treatise on sugar chemistry, beet and cane growing, raw sugar production, and refining methods.

**A PROJECT BOOK IN BUSINESS ENGLISH.** By Luella Bussey Cook. 8 vo., 215 pages. Published by Henry Holt & Co., New York.

The author has given a very practical book for the student of business English who is already employed, or for the business college or high school student who expects to enter the commercial world. The book would be valuable as a preliminary work in introducing the study of the principles of advertising to a high school student,—advertising and selling by mail—for this type of material comprises about half of the volume. However, the live, practical nature of the book and the well selected examples of business correspondence, offset any one-sidedness which may be apparent. Ought to be a big help in the writing of clever, catchy, business letters.

**MIND AND WORK.** By Charles S. Myers, Sc.D., Director of the Psychological Laboratory of Cambridge University. 8 vo., 175 pages. Illustrated. G. P. Putnam's Sons, New York, 1921.

A study of the psychological factors in commerce and industry. In these days of high industrial tension and ever increasing competition, employers of labor are ever on the lookout for ways in which they can make their labor more efficient. The great influence of psychology on the production capacity of man power is being realized more every day. In view of the sparseness of information on the subject the present work should prove a valuable addition to the working library of every employer of labor.

### THE AUSTRALIAN TARIFF AND U. S. TRADE

Export trade of the United States with Australia does not appear to be facing extinction in spite of Australia's high protective tariff of 1920, under which preference is given to the United Kingdom, says the National Bank of Commerce, New York, in the June number of its magazine, "Commerce Monthly." However, if this tariff is not revised it will probably cause a change in the variety of goods which can be marketed in Australia. The article continues: "While the principle of reciprocal tariff preference to British countries has been recognized for years by the Commonwealth of Australia, the tariff of 1920 has given it a wider application than ever before. Australia is determined to become a manufacturing country and to this end has adopted the most strongly protective tariff in the history of the Commonwealth. Extensive natural resources and the development of agricultural and pastoral industries have made the country an exporter of raw materials. It is now urged, however, that these valuable products be manufactured at home. Industrial development in Australia involves heavy costs both for plant installation and for permanent wage standards and it is in order to make possible the sale of high cost domestic manufactures that the extremely high tariff wall is considered necessary."

The United States is the largest exporter to Australia after the United Kingdom. Although full results of the operation of the new tariff are not yet evident, American exports to Australia showed a trend upward until last January, when their value declined. Whether the tariff has begun to play a part or whether it is the result of disturbed economic conditions is not clear.



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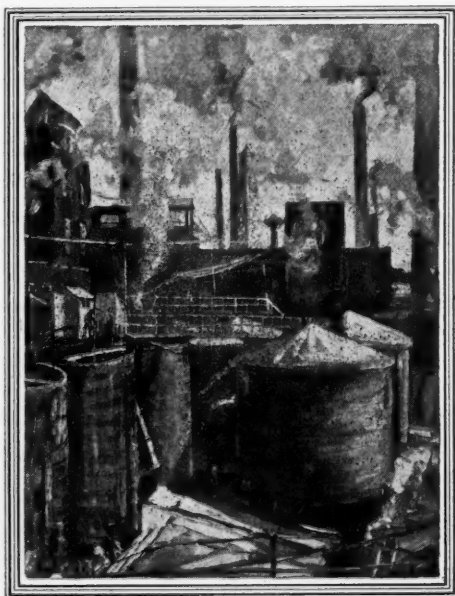
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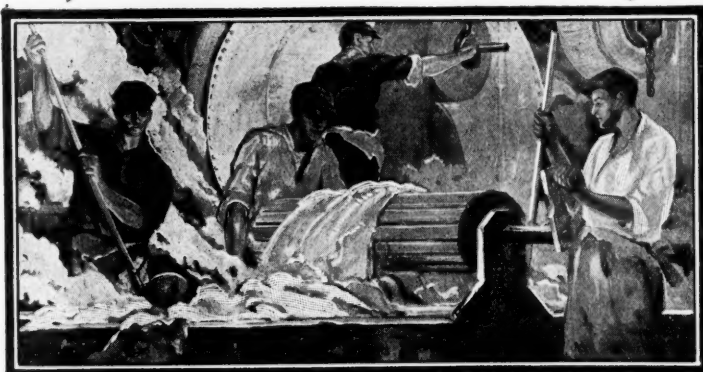
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